Board of Trade Journal

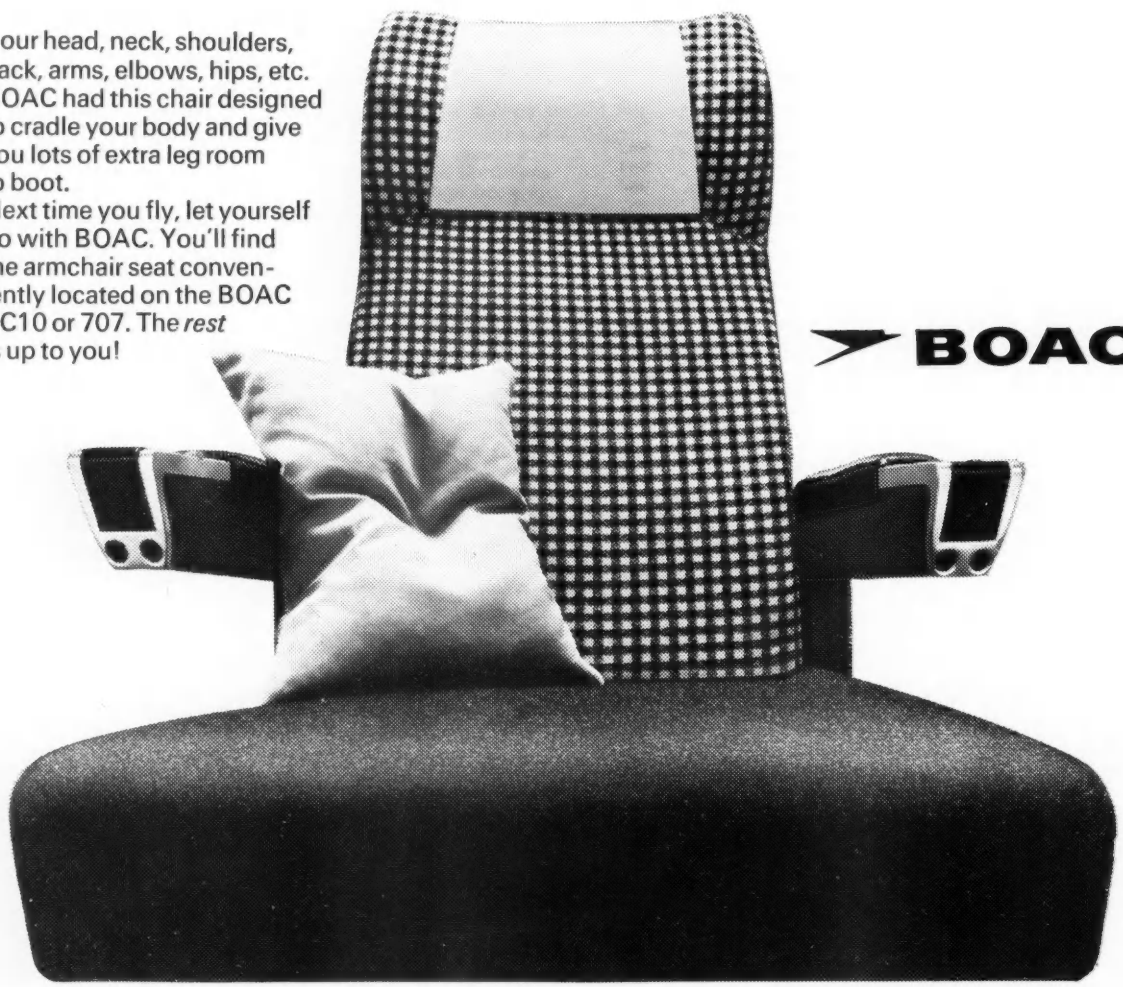
THE UNIVERSITY OF MICHIGAN
NOV 30 1968
PERIODICAL READING ROOM

Volume 193, No. 3683 Published by Her Majesty's Stationery Office 20 October 1967

1s. 6d. net

After a few seconds in this chair, you'll probably have an awful lot against it.

our head, neck, shoulders, back, arms, elbows, hips, etc. BOAC had this chair designed to cradle your body and give you lots of extra leg room to boot.
Next time you fly, let yourself go with BOAC. You'll find the armchair seat conveniently located on the BOAC VC10 or 707. The *rest* is up to you!



BOAC

Board of Trade Journal

VOLUME 193, NO. 3683, PAGES 953-1016
20 OCTOBER 1967
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

British Week in Toronto gets off to a fast start 955
Speeches at British Week in Toronto 957

Mr. Crosland to attend meeting of EFTA Ministers . . 958
BoT links with distributive trades 958
Mr. Mallalieu to visit Scotland 958
Acquisition by the Thomson Organisation of three local London newspapers 959
New reference to the Monopolies Commission of metal containers 959
Consideration of mergers by the Board of Trade 960
Obligation to print certain documents under the Companies Acts, 1948 to 1967 960
Revised fees under the Companies Act, 1967 960
Patent and trade mark laws in West Germany 960
Republic of Togo's accession to Industrial Property Convention 960
Patents endorsed 'Licences of Right' 960
Applications for temporary exemption from import duty . 961
Application for re-imposition of duty 961
Imports of fresh apples 961
Imports from Rumania 961
Oil-soaked lagging 961
Standardized paper sizes for Government service . . . 961
Two new factories opened in Scotland 962
Advance factory at Gateshead 962
New chairman for the UK Atomic Energy Authority . . 962
Iron and Steel Advisory Committee 962
BNEC report on Britain's invisible earnings 964
Ministerial trade mission from Poland 964
Market Research Conference 967
East European trade council 967
Westminster Chamber's trade mission to the United States . 967
Technical Help for Exporters building opens 967
Two-day conference to examine travel problems of the 1970s . 967
Facsimile signatures on export documents 967

Aviation and Shipping
Loss of BEA Comet. Civil Air Transport report of Court of inquiry. Anglo-Scandinavian air talks. Two new members appointed to Shipbuilding Industry Board 968

New Books 969

Government surplus sales by auction 970

STATISTICS
The economy: selected indicators 973
United Kingdom trade in September 974
1½ million foreign visitors in first seven months . . . 978
Annual report of National Film Finance Corporation . . 979
Business Monitor: Production Series 979
General assessment of the economic situation . . . 979
Summary of activity at aerodromes in the United Kingdom and the Channel Islands in the 2nd quarter of 1967 . . 980
Aircraft noise at Heathrow Airport, London, during the 2nd quarter 1967 980
Registrations of British and foreign films 981
Nationality of vessels in the sea-borne trade of the United Kingdom in 1966. 982
Industry's investment intentions in 1967 and 1968 . . . 992
Sales by wholesale textile houses 993
Cinema statistics 1966 (1) 993
Index of industrial production in August 994
Purchase tax on drugs and medicines 994

EXHIBITIONS AND FAIRS
'Impressive British participation' at Basle Textile Machinery Exhibition 996
Cologne's Anuga attracts a quarter of a million visitors . . 998
The Motor Show 998
Keen advance interest in Public Works and Municipal Services Exhibition 998
Successful British participation at Brussels heating exhibition . 999
British stand gains first prize at Nairobi Show 1000
Good business at FIRATO 1967 1001

OVERSEAS TRADE AND EXPORTS
Information for exporters 1002
Export Tours 1005

TRADE AND FINANCIAL ARRANGEMENTS
Anglo-Norwegian trade. Anglo-Polish technological agreement. Tunisia and Austria. Telex to Israel. Hints to businessmen visiting Libya and Yugoslavia 1006

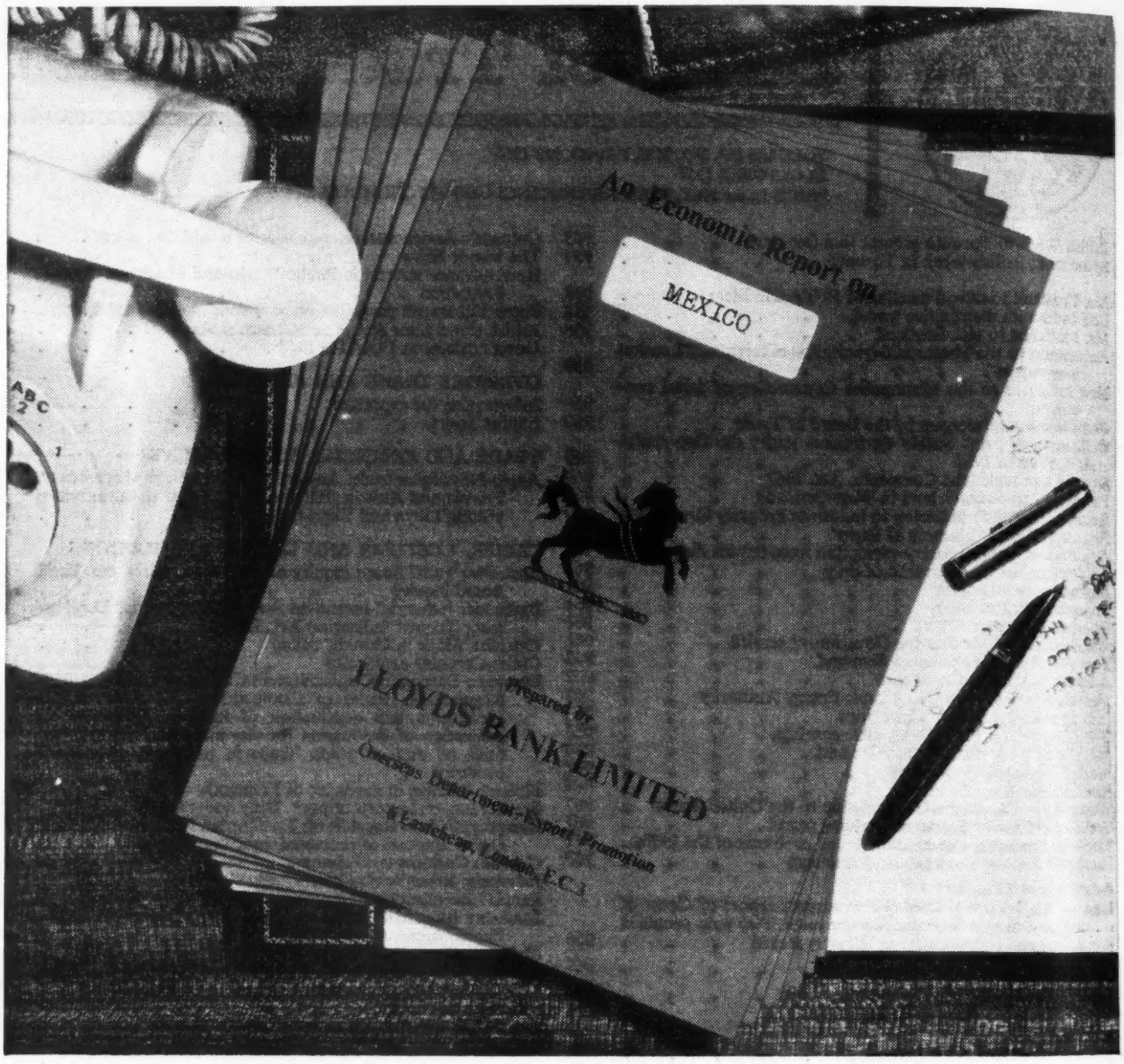
TARIFF, CUSTOMS AND IMPORT REGULATIONS
Australia: Tariff Board inquiry on man-made fibres, etc. Tariff Board inquiry 1012
Barbados: Industrial Incentives Act, 1963. Industrial Development (Export Industries) Act, 1963 1013
Canada: 'Made in Canada' ruling 1013
Chile: Consular certificates 1013
European Economic Community: Further translations of EEC Regulations. Rules of Competition – restrictive trading agreements and domination of markets. Common organization of the market for rice and rice products, and olive oil and oil seeds. Trade in processed agricultural products 1009
Finland: Change in par value of Finnmark 1007
France: Ban on imports of pork. Duty quota for seed potatoes . 1009
Germany, Federal Republic of: Tariff order. Foodstuffs Marking Order. Imports of processed agricultural goods . . 1007
Guyana: Customs tariff changes 1013
Indonesia, Republic of: Commercial debts 1012
Israel: Liberalization of imports 1011
Jamaica: Industrial Incentives Law, 1956. Export Industries Encouragement Law, 1956 1015
Malaysia: Pioneer Industries Ordinance, 1958 1012
South Africa, Republic of: Customs tariff change. Invoicing requirements for textiles. Customs tariff applications . 1011
Spain: Customs tariff 1009
Tunisia: Temporary suspension of duty and taxes . . . 1010
Uganda: Import licensing requirements 1011
Venezuela: Import licensing restrictions 1013
Zambia: Import licensing. Decimal currency 1010

INDEX TO STATISTICS 1015

Subscriptions, Advertisements, Reprints 1016

Front cover photograph

EMI Electronics was among the major British manufactures of broadcast equipment to exhibit at the International Broadcasting Convention in London on September 20-22. To demonstrate the outstanding operational characteristics of the EMI 2001 colour camera, the company built a complete colour television studio at the exhibition and staged a 30-minute fashion show. Launched in February of this year, the 2001 camera won orders worth over £2 million within five months from British and Continental broadcasting organizations.



Thinking of branching into exports?

Feeling you should, but wondering how to make a start? Just reach for the telephone and call your Lloyds Bank manager. You'll find him very willing to talk over your ideas. He can introduce you to a whole chain of helpful people and services. For a start he will put you in touch with our Export Promotion Section, arrange for you to meet one of their specialists with experience of your sort of problems – and the ability to provide the answers. He will also get you the latest editions of our Economic Reports giving a mass of useful background information on any of the countries you are interested in. Start exporting by 'phoning your Lloyds Bank manager.

Let Lloyds Bank help you to plan

British Week in Toronto gets off to a fast start

By J. Holmes-Lewis, Publicity Manager, British Week Office.

TORONTO had never seen a day like it: the day the British came to town.

Despite fears that citizens and communications media of Canada's key commercial city might have been surfeited with Centennial Year celebrations in not-so-far-away (350 miles) Montreal with its Expo '67 and in Toronto's own Canadian National Exhibition (average annual attendance: 3 million), opening day of British Week (October 12-21) was, by conservative estimates a whopping success.

British Week has struck hard and early to win the affections of metropolitan Toronto's almost 2 million residents, and press, radio and television outlets have co-operated to play no little part in what well could be the most successful British Week ever. It's no small task to promote Britain in Toronto, once the most pro-British city in Canada. Nearly half of the city proper's population of 650,000 plus is now of Italian origin, and other ethnic segments of the community – German, Ukrainian, Greek, Dutch and so on – are steadily increasing their size and influence.

But to give one small indication of British Week's impact, the Italian press is covering the Week's activities and Toronto's oldest and best Italian restaurant, Old Angelo's, is presenting Britain's Beyond The Fringe review and, of all things, is at the moment contemplating putting on a menu of strictly British meals for one day at least.

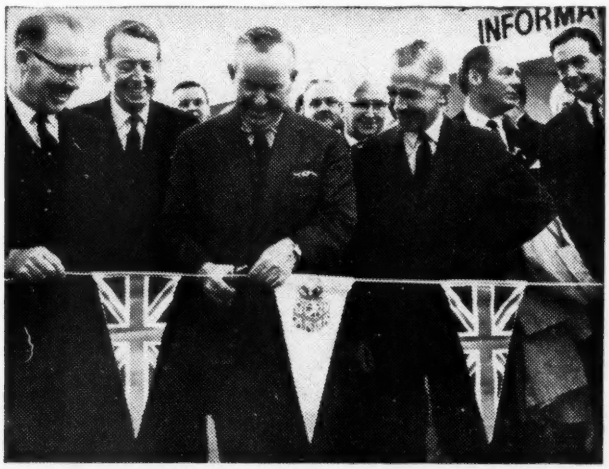
No one in the British Week or British Government offices could assess what would happen when British Week began: Toronto newspapers, radio and television stations were behaving in their traditionally lukewarm manner to any promotion which hadn't officially opened. Then the balloons – thousands of them – soared into the leaden sky above Nathan Phillips Square in front of Toronto's massive modern City Hall, and golden hopes for success suddenly took on life.

Opening day activity

Opening day activities began a little early: Lambeth's Town Crier Alfie Howard paid a visit on Toronto's Mayor William Dennison at 10 a.m., prompting wide media coverage, including the Canadian Broadcasting Corporation. An hour later, a crowd began to gather at Nathan Phillips Square in spite of a chill, rain-threatening day. The ceremonies themselves were short and to the point. Mr. William Allen, the Metropolitan Chairman led, followed by Mayor Dennison, Mr. Anthony Crosland, President of the Board of Trade, and Mr. Lester B. Pearson, the Canadian Prime Minister, who declared the Week open. The three Canadians emphasized the value of British trade and thanked the British Government for choosing Toronto as the site for this vast British Week. Their emphatic pro-British comments drew repeated and loud applause from the crowd.

Mr. Crosland stressed the need for a major expansion of British trade to Canada and elsewhere, and his straight no-nonsense approach was warmly received. To everyone's delight, the opening ceremonies, climaxed by the release of some 4,000 red, white and blue balloons, ran only 15 seconds behind schedule. Since the four speakers are all engaged in politics, and especially since the Province of Ontario is in the heat of an election campaign, it was a pleasant surprise that everything should work so well.

After the ceremonies, the platform party headed south across



Mr. Lester Pearson, Prime Minister of Canada, cuts the tape to open the exhibition at the Queen Elizabeth Building at the Canadian National Exhibition Park, Toronto, on the opening day of British Week, Toronto. Extreme left is Mr. William Dennison, Mayor of Toronto; Sir Henry Lintott, High Commissioner of Canada; Sir Ralph Perring (with glasses), chairman of the London Steering Committee of the Committee for Exports to Canada, British Week in Toronto; Mr. G. H. S. Jackson, head of the British Government Office in Toronto (second right) and Mr. Raymond E. Jones (right), director of British Week in Toronto.

Mr. Anthony Crosland (left), President of the Board of Trade, examining an E-type Jaguar sports car seen on the Automotive stand at the Central Exhibition at the CNE Park.

Can your product keep her coming back?

Today's market-place is a highly competitive arena. The consumer, faced with thousands of brands, has developed a highly sophisticated purchasing sense. For this reason, your product must have a plus. And perfume can provide this plus.

Perfume enhances a wide variety of consumer goods —from cosmetics to inks to facial tissues to insecticides. The right fragrance can form an intrinsic part of your product, sparking favourable consumer reaction time and time again. At PPL we are concerned with the *right* fragrance for your product.

PPL
PROPRIETARY PERFUMES LTD
INTERNATIONAL PERFUMERY CENTRE
ASHFORD • KENT • ENGLAND
TEL: ASHFORD (KENT) 2181 • TELEX 96129

THE QUEEN'S AWARD TO INDUSTRY 1966

Queen Street to the City of London Pavilion, which was also opened by Mr. Pearson. A large proportion of the crowd tagged along behind the visiting dignitaries, much as youngsters follow their football heroes after a cup-tie victory, roused by the tunes of the Scots Guards Pipers, while the Welsh Guards Band continued to serenade the thousands still milling about the Square. From there, the officials and many spectators went to the Canadian National Exhibition grounds for the official opening of the British Week Central Exhibition, at the aptly named Queen Elizabeth Building. Transport, for most, was on the three London double-decker buses imported for British Week. The Central Exhibition, judging from the crowds which have already jammed it, will perhaps be the most popular public show of all. A major automotive display by the leading British manufacturers; some 500 manufacturers; the 'Inventive Britain' Exhibition which depicts Britain's pre-eminence in invention and technology; a replica of a country pub, the Lion and Unicorn; a huge carpet display; a food shop; a toy shop; a design exhibition; a display of books, newspapers and periodicals, and a 'street' of boutiques patterned on the Burlington Arcade are just a few of the attractions which have caught Toronto's fancy.

Mr. Pearson again officiated at this opening and addressed the inaugural luncheon, accompanied not only by hordes of Toronto journalists but by others from other centres, notably United States bureaux of British newspapers and Ottawa staff correspondents of Canadian journals.

Still more was to come, chiefly, the first showing of the fashion spectacular at the Queen Elizabeth Theatre. This magnificent production, unlike anything in this line ever before seen in Toronto, or Canada, for that matter, drew a capacity audience and rave reviews. It could be the 'theatrical' hit of the week as well, despite other top line attractions scheduled for the 10-day Week.

Despite the demands made especially by the election campaign, late editions of the afternoon papers, primetime evening newcasts on radio and TV gave thorough and laudatory coverage of the first day. If opening day can be taken as a criterion – and Torontonians with past experience in exhibitions and trade fairs say it can be – British Week in Toronto is off to a fast start: it looks like a record-making run.

The band of the Scots Guards marching past Toronto's City Hall.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Speeches at British Week in Toronto

REFERRING TO world trade at the official luncheon to 150 guests following the opening of British Week, Mr. Lester B. Pearson, Prime Minister of Canada, said that he was comforted by the fact that most nations were making every effort to change their tariff policies.

'We are learning that economic progress and economic growth lie in the lowering of trade barriers, not in the raising of them. But new techniques are required to deal with the complexities and issues involved,' he said. There existed no international entity, continued Mr. Pearson, that offered a finer example to meet the demands of change than the Commonwealth of Nations. He said that Britain and Canada could take pride in the development of the 27-nation association which had bridged different cultures and races 'at a time when not many bridges of this kind existed'.

Mr. Pearson chided Commonwealth critics, especially those who proclaimed the demise of Britain. From what he saw of the 11-day trade promotion programme, Britain, with mods, Carnaby Street, and its swinging generation, was no longer the 'old country'.

At a press conference later during the opening day, Mr. Anthony Crosland, President of the Board of Trade, said: 'Our exports to Canada represent between 4 and 4½ per cent of our total export. Canada is our fifth or sixth most important customer. When you consider that, although the United States is our biggest foreign market, each individual Canadian buys about four times as much as each American, this statistic points the need to persuade each individual Canadian to go on buying British.'

The President continued that Britain's eventual entry into the European Economic Community presented no long-term insoluble problem. Britain was determined to try and enter the Common Market and Britain's membership would actually be in Canada's interest.

At the British Automobile Manufacturers' Association of Canada dinner on the eve of the opening of the British Week, Mr. Crosland said that the motor industry's contribution at the centrepiece exhibition would be one of the highlights of the British Week. 'As you know the United Kingdom is heavily dependent on exports, and notably on the motor industry.' He added that the British Motor Industry accounted for nearly 7 per cent of the output of industrial manufacturing industry in the United Kingdom and earned over £600 million sterling a year overseas, or about 12 per cent of our visible exports.

He said that the United Kingdom industry was the second largest exporter of motor vehicles and the largest exporter of trucks and buses in the world. In the first six months of 1967 the United Kingdom retained its position as leading overseas supplier of cars to Canada. These figures testified to the success of British vehicles overseas and to the fact that British engineering design and British quality were highly competitive in world markets.

The British Government, and the motor industry, welcomed the tariff reductions achieved in the Kennedy Round and were confident that these would lead to even greater sales of British motor products.

Mr. Anthony Crosland, President of the Board of Trade, speaking at the British Automobile Manufacturers' Association of Canada on the eve of the opening of British Week.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times*

Monthly 4s. (*by post* 4s. 5d.). Annual subscription £2 14s. including postage

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Mr. Crosland to attend meeting of EFTA Ministers

MR. ANTHONY CROSLAND, President of the Board of Trade, will lead the United Kingdom delegation at the meeting of the Ministerial Council of the European Free Trade Association at Lausanne on October 26. He will be accompanied by Lord Chalfont, Minister of State for Foreign Affairs. The EFTA Ministers are expected to discuss the regular report by the Secretary-General on the activities and progress of the Association, agricultural co-operation in EFTA, European integration, and external trade relations.

Mr. Mallalieu to visit Scotland

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, is to visit Scotland on October 23.

The Minister will present the Aerodrome Fire Service Station Efficiency Trophy to Wick Aerodrome Fire Service. The presentation will be made to Section Leader G. C. Cook and his men at 13.30 hours at Wick Aerodrome.

The Aerodrome Fire Service Trophy was provided by BOAC and BEA in 1951 for annual competition between the fire and rescue services at State-operated aerodromes. The competition embraces all aspects of firefighting, including firefighting techniques, rescue work and knowledge of aircraft construction, and has contributed greatly to the efficiency of these services at aerodromes throughout the United Kingdom. Eighteen Aerodrome Fire Services entered this year's competition.

On the same occasion the Minister will present the Fire Brigade Long Service and Good Conduct Medal to three fire officers serving at Scottish aerodromes.

The Minister will also visit Campeltown to present bravery awards made to the two skippers who went to the rescue of the pleasure boat 'Quesada' which was lost in the Firth of Clyde on May 23, 1966. The presentations, of pieces of plate, will be made at 15.45 hours at Campeltown Town Hall to Mr. Neil Speed, Skipper of the fishing vessel 'Moira', of Campbeltown, and to the widow of Mr. James Meenan, Skipper of the fishing vessel 'Stella Maris', also of Campeltown. (Since the rescue, Skipper Meenan has died of causes unconnected with the rescue.)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

BoT links with distributive trades

THE FIRST annual convention of Golden Link was held at the Royal Lancaster Hotel, London, on October 12. The Golden Link Hardware Stores Association is a voluntary trading group which was formed in September to benefit the hardware trade. It already has a membership of 235 stores. Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, has particular interests in the retail and distibutive trades, and she attended the meeting. Her speech was as follows:

It is not often that the housewife gets a chance to come along and talk to a highly specialized audience about the problems of the distributive trades so that it is with great delight that this particular housewife addresses you on the occasion of your first Golden Link Convention wearing her other hat of the Parliamentary Secretary to the Board of Trade. The functions of Government departments in relation to particular industries are sometimes quite inadvertently misunderstood by the general public and therefore I think I should explain that the Board of Trade in its capacity as a sponsoring department is really the channel of communication that exists to enable the distributive trades and the Government to understand and appreciate one another's problems and plans more efficiently. We meet at a time when economic conditions have further increased the stresses and strains on the small retailer but I feel that in the long run we need not fear for the long term health and prosperity of the distributive trades. They are one of the growth industries of the future and they are at the moment going through a period of great change. However, like all changes the present development of co-operative ventures such as that now launched by the Golden Link is bound to encourage those who wish to adapt to new ways of selling and to organize themselves to pass on to their customers advantages of large scale production and modern methods of distribution. Only the progressive and imaginative firms who are prepared to plan ahead for intense competition can possibly in the long run be as successful as I am sure we want them all to be. There are many bright and efficient small businesses. Many of us have strong links with the small shop round the corner and the little man who knows his customers personally and is concerned for their particular needs. However, the changing patterns of the industry make it important for him to be able to compete on equal terms with other larger trading groups and I feel that at this point it is appropriate for me as a Minister of the Board of Trade to pay whole-hearted tribute to the good work done by the EDC* for the distributive trades in its efforts to raise the level of efficiency of the industry. I am sure the members of this audience will be familiar with the excellent work done by the EDC on the economics of stockholding, on their analysis of the role of trade associations in distribution of such recent initiatives as the experiments in night delivery to name but a few examples. They have also been active in the promotion of group trading. Nevertheless as important as all their activities has been the fact that the EDC exists to provide a focus and a voice for an industry which in the past has been exceedingly fragmented.

Training

The increased use of modern techniques in distribution inevitably lead to a need to improve the efficiency and competence of staff by better training, and the Government and the EDC are now engaged in setting up an industrial training board for the industry. Formal consultations on the range of activities to be covered by the Board and its composition and membership are now in progress. It is intended to bring the Board into operation as early as possible in 1968. Its main objectives will then be to secure an adequate supply of trained men and women in the trade, to improve the quality and efficiency of the training, and to distribute the cost of training recruits fairly between firms. During its first year the administrative costs of the Board will be paid by the Government.

Group Training and its Effects

Competition in retailing is now more intense than it has ever been, and it is necessary for independent traders to modernize their selling methods in order to survive and make a worthwhile contribution to the economy. It is by enabling independent traders to compete with multiple and chain stores that the introduction of group trading techniques can be of most benefit. The mere size of the industry makes efficient distribution vital to the economy, and the Government's interests in the group trading scheme is that it can increase the efficiency of shops by increasing their competitive power. As between one business and another, the Government must be obviously neutral, but it is always on the side of greater

** An Economic Development Committee of the National Economic Development Council.*

Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, speaking at the first Annual Convention of the Golden Link Hardware Stores' Association. On her left is Mr. F. W. Stern, founder of the Association, and next to him is Mr. C. V. Baulf, a member of the Golden Link Council.

efficiency. In this context the initiative of the EDC in encouraging group trading techniques has been very valuable. The EDC felt that the principles on which the voluntary movement in the grocery trade was based should be extended to other trades, and it set up a panel of experts whose function was to give advice to wholesalers and retailers or trade associations wishing to establish voluntary groups. The EDC will therefore now join the Board of Trade in welcoming the initiative of Mr. Stern in extending group trading into the field of hardware. It is obvious that this form of trading will ensure better co-operation between manufacturers, wholesalers and retailers, and will achieve a streamlining of the normal complex process of transactions between a retailer and a number of wholesalers. The saving on costs thus achieved, together with the increase in efficiency inherent in such a streamlining process must be advantageous to all concerned, and it is very much to be hoped, to the public also.

In conclusion, may I say that the Golden Link Harware Store Association with its decision to form a voluntary trading group with elected representative councillors and an annual convention is an interesting step forward. I am sure that the total effect of group trading will be to assist us to retain the best of what is traditional in our small businesses whilst moving onwards into a newer and more efficient world of high power techniques. There will always be a place for the efficient and helpful individual firm and I shall look forward to hearing about your future progress.

Acquisition by the Thomson Organisation of three local London newspapers

THE President of the Board of Trade has appointed Mr. Henry Bate, Mr. H. R. Davies and Dame Kitty Anderson, DBE, to be additional members of the Monopolies Commission to take part in the investigation into the proposed acquisition by the Thompson Organisation of the Big Three Weekly Herald Series. The appointments have been made for the period of the investigation.

The regular members of the Commission on the group handling this inquiry are:– Sir Ashton Roskill (chairman), Mr. A. H. Bruce, Sir Henry Hardman, Professor H. L. A. Hunt, Mr. E. L. Richards and Professor Basil Yamey.

The Monopolies Commission are now inviting evidence on the proposed merger. Any person or organization wishing to give such evidence should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1. Since the Commission are required to report on the proposed merger within three months, any evidence should be submitted without delay.

Note:

Under the provisions of the Monopolies and Mergers Act 1965, the Board of Trade are enabled to appoint three to five additional members of the Monopolies Commission from a panel of persons maintained for this purpose to take part in the investigation of a newspaper merger.

The other members of the panel are: Lord Annan, OBE; Lord Francis-Williams, CBE; Mr. Donald Tyerman; Mr. D. N. Chester, CBE; Sir William Hayter, KCMG; Lord Leatherland, OBE.

The text of the reference made by the Board of Trade to the Monopolies Commission on October 10, 1967, was as follows:

REFERENCE TO THE MONOPOLIES COMMISSION

UNDER

SECTION 8 OF THE MONOPOLIES AND MERGERS ACT, 1965

'TOTTENHAM & EDMONTON WEEKLY HERALD'

'WOOD GREEN, SOUTHGATE & PALMERS GREEN WEEKLY HERALD'

'ENFIELD WEEKLY HERALD'

Whereas on September 25, 1967, the Board of Trade received an application for their consent under section 8 (1) of the Monopolies and Mergers Act 1965 to the transfer of three newspapers owned by Crusha and Son Limited, namely the *'Tottenham and Edmonton Weekly Herald,'* the *'Wood Green, Southgate and Palmers Green Weekly Herald'* and the *'Enfield Weekly Herald'* to *Thomson Newspapers Limited:*

And whereas by virtue of subsection (3) of the said section 8 the Board of Trade are required to refer the matter of the proposed transfer to the Monopolies Commission for investigation and report so far as it relates to the *'Tottenham and Edmonton Weekly Herald'*:

Now, therefore, the Board of Trade in pursuance of the said section 8 (3) hereby refer to the Monopolies Commission for investigation and report the matter of the proposed transfer of the three newspapers hereinbefore mentioned.

New reference to the Monopolies Commission: metal containers

THE BOARD OF TRADE announced on September 1 that they proposed to ask the Monopolies Commission to investigate the supply of metal containers.

The reference was made on October 13, and a copy is reproduced below.

Any person or organization wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

THE MONOPOLIES AND MERGERS ACTS, 1948 AND 1965 REFERENCE TO THE MONOPOLIES COMMISSION: METAL CONTAINERS

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, as amended, applies prevail as respects the supply of metal containers, metal parts thereof and semi-manufactures.

Now, therefore, the Board of Trade, in pursuance of Section 2(1) of the said Act, as amended, hereby refer to the Monopolies Commission the matter of such supply.

The Commission shall as respect such supply investigate and report on whether conditions to which the said Act, as amended, applies in fact prevail, and if so in what manner and to what extent.

The Commission, if they find that the conditions in question prevail, shall also investigate and report on:

(1) the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and

(2) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

In this reference 'metal containers' means tin cans, metal boxes and other metal containers (including aerosols) intended for use in the packaging of fluids in quantities of one gallon or less or other goods in quantities of 14 lb. or less, but does not include collapsible tubes or containers for compressed gases.

Notes:

The Board of Trade are empowered to make references to the

(*Continued on next page*)

METAL CONTAINERS REFERENCE, *continued*

Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;

(ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopolies references before them:

(a) flat glass;
(b) rayon and other cellulosic fibres;
(c) electric lamps;
(d) beer;
(e) estate agents' services;
(f) clutch mechanisms for road vehicles;
(g) haircutting services for men;
(h) rods for cigarette filter tips.

The Commission are also carrying out investigations into the general effect on the public interest of (a) certain restrictive practices which may prevail in relation to the supply of professional services, and (b) the practice of recommending resale prices.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

1. The urea formaldehyde moulding powder interests of ICI with British Industrial Plastics Ltd.
2. The formaldehyde resin interests of ICI with CIBA (ARL) Ltd.

Obligation to print certain documents under The Companies Acts, 1948 to 1967

THE COMPANIES ACTS 1948 to 1967 require the following documents to be printed:

(a) Articles of Association.
(b) Altered Memorandums of Association.

The Registrar of Companies is prepared to regard the printing stipulation as satisfied by the following processes:

Letterpress, Gravure, Lithography.
Stencil Duplicating, Offset Lithography, 'Office' Type-set.
Electrostatic Photocopying.
'Photostat' or similar processes properly processed and washed.

The following documents when submitted for registration must be either printed or in a form approved by the Registrar:

(a) Ordinary Resolutions increasing the capital of any company.
(b) Special and Extraordinary Resolutions and Agreements as specified in Section 143 of the Companies Act 1948.

The Registrar is prepared to accept for registration such copy Resolutions and Agreements if produced by a process named in paragraph 2 above or by spirit duplicator, or if typed.

No document will be accepted if in general appearance, legibility, format or durability it is unsuitable for publication and use on the company's public file.

Revised fees under Companies Act, 1967

THE REVISED FEES laid down in Schedule 3 of The Companies Act, 1967, become operative on October 27, 1967. The principal changes are:

(1) 5s. filing fees will be abolished.
(2) Fees on incorporation of a company will be increased by £18 at each point on the existing scale.
(3) The fee on registration of a change of name under Section 18(1) of the Companies Act, 1948, will be £10.
(4) The fee on registration of any annual return will be £3.
(5) The fee on re-registration of a limited company as unlimited will be £5.
(6) The fee on re-registration of an unlimited company as limited will be as for a new company.

Patent and trade mark laws in West Germany

AN ENGLISH translation is now available of the West German Law of September 4, 1967, which amends the patent and trade mark laws. The new law introduces a system of deferred examination into the patent granting procedure and also provides for public inspection of all patent applications 18 months after the priority date. These provisions come into force on October 1, 1968. There are also provisions repealing the existing prohibition against patent protection for inventions covering food, pharmaceuticals and chemically produced materials and these come into operation on January 1, 1968. The translation may be inspected in the Annexe to the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

Republic of Togo's accession to Industrial Property Convention

THE GOVERNMENT of the Republic of Togo has given notice of its accession to the International Convention for the Protection of Industrial Property as revised in Lisbon in 1958, and an Order in Council was made on October 10, 1967, declaring the Republic of Togo to be a Convention country for all the purposes of the Acts relating to patents, design and trade marks.

Copies of the Order (SI 1967 No. 1492) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of HMSO, price 3d. each, by post 6d. each.

Patents endorsed 'Licences of Right'

THE FOLLOWING patents have been endorsed 'Licences of Right' under Section 35 of the Patents Act, 1949, on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	September 20, 1967	
942,823	Agfa Aktiengesellschaft . . .	A process for the production of planographic printing plates having an aluminium support.
	September 21, 1967	
898,356	The Carborundum Co. . . .	Heat resistant fibrous products of aluminium silicate fibres and carrier fibres and method of making the same.
898,357	The Carborundum Co. . . .	Heat resistant fibrous products and method of making the same.
938,861	The Carborundum Co. . . .	Porous refractory bodies and methods of manufacturing the same.
956,639	Pierrefitte Societe Generale d'Engrais et Produits Chimiques.	Flame proofing of polymeric materials.
956,094	Godart N.V. of Soestdijkseweg .	Automatic blood pressure meter.
	September 27, 1967	
905,235	*Despres* Justin, and *Sommer* Heinz Erich.	An improved process and apparatus for the manufacture of fibres from fusible mineral materials, more particularly glass and its derivatives.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 27, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	5-Ethylidenebicyclo [2, 2, 1] hept-2-ene	Ethylidene norbornene	December 31, 1967	13086
29.33	Barium bromide	As in previous column	December 31, 1967	13094
29.35	1, 10-Phenanthroline	As in previous column	December 31, 1967	13092

Note: Withdrawal of application

Interested parties will wish to know that the application for temporary exemption from import duty of Germanium dioxide (28.28) published on September 28 (page 751) in the *Board of Trade Journal* has been withdrawn.

Application for re-imposition of duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.08	2, 2-Di-[4-(2 -hydroxypropoxy)phenyl] propane	614
29.23	*N*-(2-Hydroxyethyl)diethylenetriamine	630
29.35	10-(3-[4-(2-Hydroxyethyl)-1-piperazinyl]propyl)-2-trifluoromethyl-phenoxazine dihydrochloride	696

Imports of fresh apples

NOTICE TO IMPORTERS No. 1203 on fresh apples 1967/68 has been issued by the Board of Trade.

Because of the exceptionally restricted supply of dessert apples on the market this season, it has been decided to increase the July-December quota by one-half to 22,800 tons and the January-June 1968 quota by one-third to 91,670 tons.

All allocations under the current quota will be raised by 50 per cent and the additional licences will be sent out to licence holders as soon as practicable. No applications need therefore be made.

Notes:

Fresh apples are on Open General Licence from the sterling area but are subject to restrictions from all other sources.

The Ministry of Agriculture, Fisheries and Food estimates that the home crop of dessert apples this season is about 75 per cent of the average of the previous five years (295,000 tons). Cox's Orange Pippins have been exceptionally hard hit; these late-season apples usually account for 40-45 per cent of total production.

It is not the practice to vary the import arrangements for apples and pears unless supplies are exceptionally low. A Board of Trade notice announcing a quota increase for pears was published in the *Journal* of September 15, page 622.

NOTICE TO IMPORTERS No. 1204

Imports from Rumania

General

THE LICENSING arrangements for imports from Rumania are being continued on broadly the same basis as hitherto for the current period which will expire on September 30, 1968. Certain quotas have been increased.

Goods on Open General Licence

All goods hitherto imported under the Open General Licence will continue to be so admissible, i.e. without the need for individual licences. They are listed in full in the Second Schedule of Notice to Importers No. 1180.

Goods on quota

The annex to this Notice lists the goods on quota and, except for item No. 30, in so far as it relates to fresh apples and pears, licences will be issued to the values or quantities shown only on the production of quota certificates issued by the Rumanian authorities in London, i.e. on the same basis as has applied for many years.

Applications for licences

All applications for licences should be made on Form ILB/A and be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, accompanied by the appropriate quota certificates. On page 3 of the application form, only the applicant's name, address, and reference (if any) and the country of consignment and origin (Rumania) should be entered.

Other requirements as regards agricultural and food products

It should be noted that agricultural and food imports continue to be subject to the appropriate animal, public or plant health requirements (and qualitative restrictions in the case of seed). Further information on these may be obtained from the Ministry of Agriculture, Fisheries and Food at the following addresses: *Animal Health requirements,* Animal Health Division I, Hook Rise South, Tolworth, Surrey (Tel. 01-337 6611); *Public Health requirements,* Animal Health Division II, Hook Rise South, Tolworth, Surrey (Tel. 01-337 6611); *Plant Health requirements,* Horticultural Division I, Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-834 8511); *Qualitative Restriction (for seeds),* Seeds Branch, Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-834 8511).

Notes against quotas listed in the annex

p.m. pro memoria (there are at present no arrangements for imports).
(a) Subject to United Kingdom Public Health and/or Animal Health Regulations.
(b) Licences for apples and pears will be allocated by the Board of Trade.
(c) Imports are subject to compliance with United Kingdom Plant Health Regulations.
(d) As defined by the Poultry Carcasses Landing Order, 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, SI 1934, No. 301.

A list of quotas of Rumanian goods for import into the United Kingdom during the period October 1, 1967, to September 30, 1968, was published on pages 856-857 of the *Board of Trade Journal* of October 6.

Oil-soaked lagging

THE MINISTRY of Technology announce that at the request of the Chemical Industries Association, the Fire Research Station undertook to investigate the problem of fires arising from the leakage of oils or other organic liquids into the lagging of hot pipes, due to spontaneous ignition, occur frequently throughout the chemical and allied industries. Apparatus has been developed for assessing the hazard of any combination of lagging and liquid and as a result lagging which is safe in specified conditions can be selected.

Eighty representatives drawn from a wide sector of industry, including some of the largest concerns, attended a meeting on October 10 at which apparatus for assessing the hazard of soaked lagging was demonstrated. The good response and the full and lively discussion which took place indicate the importance attached by the industry to the lagging hazard.

Standardized paper sizes for Government service

THE TREASURY announces that the use of paper sizes in the metrically-based International Standards Organization (ISO) range is to be generally extended to stationery and printed forms throughout the Government Service, by a Government decision announced on October 17. Further details will be published in next week's *Journal.*

Mr. Anthony Crosland, President of the Board of Trade, visited the new Birds Eye factory at Grimsby on October 6. Picture shows Mr. Crosland (fourth from left) talking to Mr. J. Parrott, chairman of Birds Eye, and officials who attended the opening of Birds Eye's new cold store.

Two new factories opened in Scotland

OPENING two new factories for Honeywell Controls Ltd. at the Bellshill Industrial Estate, Mr. P. J. L. Homan, Principal Controller Board of Trade Office for Scotland, said he was delighted to see two more factories on the estate productively occupied, and even more delighted that the tenant should be Honeywell Controls.

'From our point of view, and I think I can say with confidence from the company's point of view, its operations in Scotland have been an unqualified success. Since early 1949 when the labour force was no more than 70, employment by the company in Scotland has grown by more than 5,000 per cent. Perhaps even more impressive than these bare statistics is the dominating physical evidence of the company's presence on the Newhouse Industrial Estate, where it is now bringing into use a further 140,000 sq. ft. of factory space.

'On this record we can look forward to considerable further growth at Bellshill.

'I have solid reasons for this optimism. The company has asked the Board of Trade to reserve no less than 16 acres of land adjacent to the two factories that are being opened today for further development by the company.'

£650,000 contracts for Cumbernauld

CONTRACTS FOR NEW HOUSING, factories and roads amounting to over £650,000 have been awarded by Cumbernauld Development Corporation.

On the industrial front one of the town's greatest successes has been in the disposal of nest factory space, and all the present 60,000 square feet has been let. Now the Corporation are building another 40,000 square feet, and the contract worth £145,000 has gone to Robert Paterson & Sons Ltd., of Airdrie. Work will start next week and will be completed in a year. These nest factories, at Lenziemill Industrial Area, divide into multiples of 2,000 square feet.

Advance factory at Gateshead

IT HAS BEEN jointly announced by the Yorkshire-based Appleyard Group of Companies Limited and The English Industrial Estates Corporation that negotiations have been successfully concluded under which the group have taken a long term lease of the second Board of Trade 'Advance' Factory at Team Valley Estate, Gateshead, in the Tyneside Development Area. The 30,000 sq. ft. factory, which is nearing completion, will be occupied by Appleyard Coachbuilders Limited, to increase their coachbuilding production facilities.

It is hoped that employment in the Team Valley factory will build up quickly to about 80 skilled operatives in coachbuilding, and allied trades, and that production will be under way in January 1968.

Fresh water from the sea

A NEW CENTRE for the study of methods of obtaining fresh water from the sea was opened at Troon, Ayrshire, on October 11 by Mr. Gerald Fowler, Joint Parliamentary Secretary, Ministry of Technology.

It is the £300,000 Weir Westgarth Desalination Research Establishment, believed to be the most advanced centre of its kind in the world, where studies will be made into improved methods of designing and building plants to produce up to 10 million gallons of fresh water a day, enough to supply all the needs of a city of 200,000 people.

New chairman for the UK Atomic Energy Authority

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, has appointed Dr. John M. Hill as chairman of the United Kingdom Atomic Energy Authority. Dr. Hill has been Member for Production of the Authority since August 1, 1964.

He succeeds Lord Penney, who retired at his own request from the chairmanship on October 15 in order to take up the Rectorship of Imperial College.

Iron and Steel Advisory Committee

MR. RICHARD MARSH, Minister of Power, announced on October 12, the membership of the Iron and Steel Advisory Committee.

As foreshadowed in the White Paper on Steel Nationalisation (Cmnd. 2651) and in the House of Commons on July 25, 1966, this non-statutory Committee will bring together representatives of the nationalized and the private sectors, the trade unions and Government Departments. Its basic tasks will be to provide a forum for the discussion of problems common to the iron and steel industry as a whole and to the Government, and to provide for the participation of the whole industry in national economic planning.

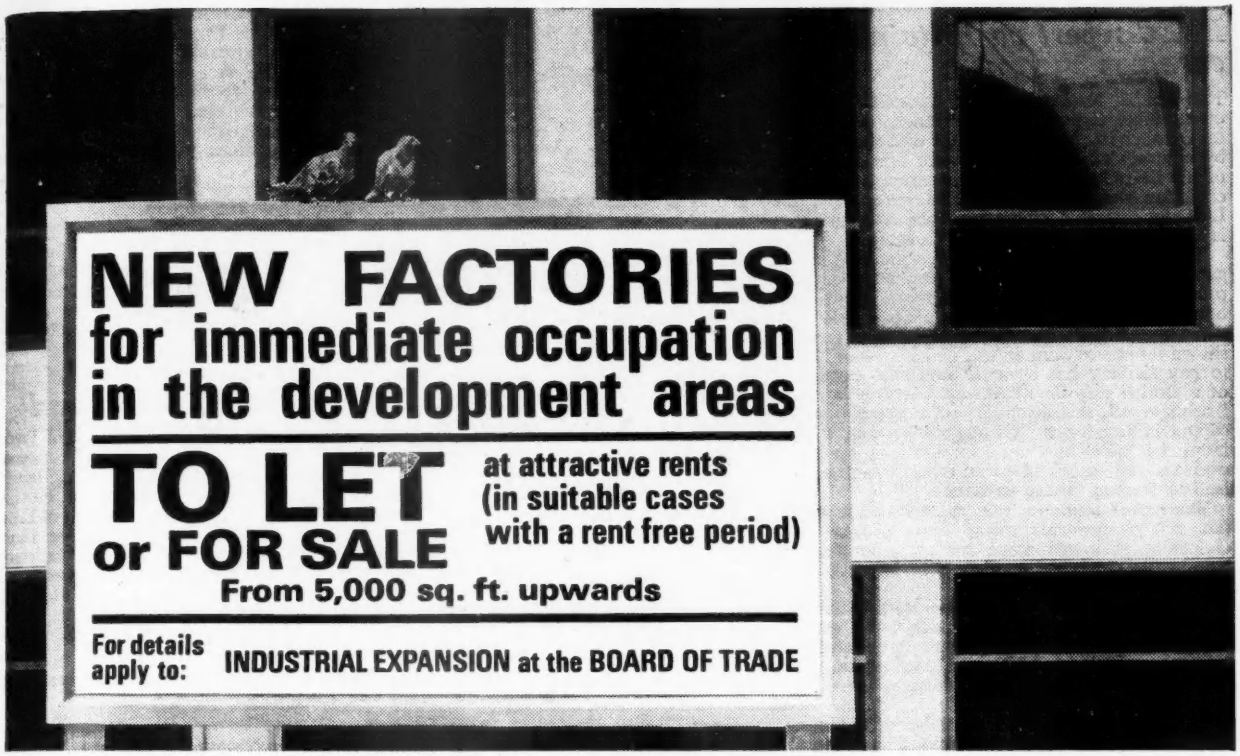
The Committee's terms of reference are:

'To consider – (a) the situation, outlook, plans and policies of the iron and steel industry as a whole in relation to economic planning; (b) ways of improving the industry's economic performance, competitive power and efficiency; and (c) Government policies affecting the industry.'

Lord Ebbisham appointed deputy president of ABCC

LORD EBBISHAM has been appointed deputy president of the Association of British Chambers of Commerce.

Lord Ebbisham was president of the London Chamber of Commerce from 1958 to 1961. He is currently chairman of the Anglo-Yugoslav Trade Council, and a member of the British National Export Council and of the Export Council for Europe.


NEW FACTORIES
for immediate occupation
in the development areas
TO LET
or FOR SALE
at attractive rents
(in suitable cases
with a rent free period)
From 5,000 sq. ft. upwards
For details apply to: INDUSTRIAL EXPANSION at the BOARD OF TRADE

In the new Development Areas of Scotland, Wales, the North, Merseyside and the South-West, we have a range of modern "Advance Factories", built and equipped to a standard design with room for 100% expansion. Factories are centrally heated and all essential services provided. These are **for rent or sale** at extremely economical prices. You can also lease or buy a factory, custom-built to suit your business.

Grants are available to cover 45% of the cost of most plant and machinery —nearly double the grants available elsewhere. If you add the payment of the recently introduced **Regional Employment Premium,** a wide range of assistance in training labour and loans for working capital, you can see the advantages you gain from expansion in these areas.

Contact Industrial Expansion at Headquarters, London, or your nearest Board of Trade Regional Office now.

Planning ahead, investing now—these are the keys to successful industrial development in the '70s.

Our job in Industrial Expansion at the Board of Trade is to help you plan ahead in the way most profitable to you. Under the Local Employment Acts we have already offered more than £230 million in assistance to nearly 5,000 expansion projects. Perhaps we can also help you.

We shall be glad to discuss your problem with you. Meanwhile we will send you our booklets **"Room to Expand"** giving full details of the financial advantages available both in the new areas and Northern Ireland. **Ask us for these booklets today.**

Invest NOW for the '70s

For advice and action contact
INDUSTRIAL EXPANSION
at the
BOARD OF TRADE

1 Victoria Street, London, SW1. Telephone 01-222 7877 Ext. 3333
or your nearest Board of Trade Regional Office.

To: "INDUSTRIAL EXPANSION", the Board of Trade.
Please send me "Room to Expand", the complete range of illustrated explanatory literature.

NAME _____

COMPANY NAME _____

ADDRESS _____

TYPE OF BUSINESS _____ BTJ.1

BNEC report on Britain's invisible earnings

THE British National Export Council's report of the Committee on Invisible Exports, 'Britain's Invisible Earnings'* was published on October 19. The report is the outcome of over 12 months' work by a group of experts who were brought together at the request of the BNEC to study invisible earnings in the private sector. Their chairman was Sir Thomas Bland, deputy chairman, Barclays Bank Ltd. and chairman of the Financial Advisory Panel on Exports. He is also a member of the BNEC Council.

The committee reports there is nothing new in the continuing gap between physical imports and exports. In only seven of the past 175 years has Britain sold more goods overseas than she has bought – and two of these were 1956 and 1958. Even back to 1697 when the records first began to be kept regularly it can now be shown that there were regular deficits. What has enabled the country to pay its way has been its 'invisible' earnings. The performance of a British play on Broadway, the shipping of foreign goods in a British vessel, the insurance of a foreign factory, the raising of capital in London by a foreign borrower, the purchase of British industrial 'know how' by a foreign firm, the interest on investments overseas – all these and many others are 'invisible' transactions and lead to earning foreign exchange.

The report continues that these invisible earnings in the private (i.e. non-government) sector have shown a steady profit after deducting payments made for corresponding services bought by Britain (the 'invisible' equivalent of imports) over the whole period reviewed.

Sir Thomas Bland's committee studied the City's invisible earnings – banking, insurance, brokerage, the capital market and the export houses – and earnings from travel and tourism, professional services, commissions on the sale of works of art, licensing agreements and royalties (including those of the Beatles) and earnings of casinos.

They have come up with a number of findings:

1. In well over 150 years Britain has been as much a commercial and financial nation as an industrial one.
2. Britain today pays for around 96 per cent of the goods she buys abroad with the manufactures she sells to foreigners. This figure averaged 85 per cent over the whole of the past 150 years, 75 per cent in the 1890s, and around 65 per cent in the 1930s.
3. Britain's gross invisible earnings are expanding faster than her physical exports (up 54 per cent between 1956-65 compared with 41 per cent).
4. In spite of regular series of exchange crises since the war, Britain has re-established a sizeable invisible surplus.
5. The country benefits from the fact that the import content of invisible exports in the service trades (i.e. fuel for British ships bought in overseas ports, etc.) is less than half that of visible exports (i.e. raw materials, etc.).

Among a number of recommendations made in the Report are these:

(a) A permanent organization should be set up to promote invisible exports both at home and abroad.
(b) The Government should increase its help to the hotel industry and encourage further earnings from tourism.
(c) The Government should consider urgently extending export rebates to earners of invisible income, mitigate the effect of Selective Employment Tax on service trades earning foreign exchange and extend the Queen's Award to Industry to include invisible exporters.

* 'Britain's Invisible Earnings', the Report of the Committee on Invisible Exports (director of study: William M. Clarke), published for the City Advisory Panel on Exports by the British National Export Council. Price 45s. net.

Ministerial trade mission from Poland

MR. TADEUSZ OLECHOWSKI, Polish Vice-Minister of Foreign Trade with special responsibility for light industrial goods and consumer goods, arrives in London on October 24 for a ten-day visit. He will be accompanied by representatives of the Ministry of Foreign Trade, the Ministry of the Chemical Industry, the Ministry of Light Industry, and by the Director Generals of certain Foreign Trade Enterprises. Mr. Olechowski is coming to Britain at the invitation of Her Majesty's Government. During his stay Mr. Olechowski and the members of his delegation will be visiting a number of British firms and having discussions with their representatives. This visit is complementary to the visit paid by Vice-Minister Furtak, who is responsible for capital goods, earlier in the year.

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. 01-248 5757, Ext. 491 (Telex 25977), or from any Board of Trade Regional Office.

Members of a Birmingham Chamber of Commerce and Industry Selling Mission to the Far East, Thailand, Philippines and Hong Kong, seen before take-off. They are, left to right: Mr. J. H. Walter, general sales manager, George Salter and Company Limited; Mr. A. E. Lea, chairman, The Vapormatic Company Limited; Mr. A. J. Whysall, export sales manager, Crosland Filters Limited; Mrs. W. R. P. King; Mr. P. M. Lindner, managing director, Lindner and Company Limited; Mr. W. R. P. King, managing director, The Mint, Birmingham, Limited, Leader of Mission; Mr. J. M. Saunders, PA to director of exports, Rubery Owen and Co. Ltd.; Mr. A. MacLennan, director, A. L. Curtis (Onx) Limited; Mr. P. J. Olsen, export sales manager, Super Oil Seals & Gaskets Ltd.; Mr. I. C. Rose, assistant secretary, Birmingham Chamber of Commerce & Industry. Secretary; Mr. S. T. Sargrove, director, Conjoint Export Services Limited.

New I.C.F.C. Export Department for The Smaller British Company

Industrial and Commercial Finance Corporation is further extending the services it provides to the small and medium sized sector of industry by setting up an Export Department.

The Export Department will help all smaller businesses, in particular ICFC's 1,500 existing customers.

The function of the new ICFC Export Department will be to help manufacturers enter the export market or increase their present volume of exports. To this end, ICFC is building up contacts and close knowledge of the many and varied export service companies who can often play a positive and helpful role in establishing the smaller, or inexperienced exporter in world markets.

ICFC's long term financial facilities, together with the specialist facilities provided by the Corporation's associate companies in the field of short and medium-term finance for export credit, added to a wide knowledge of the problems of smaller businesses, means that the ICFC Export Department will be both comprehensive and adaptable and will lead to export performance and faster growth.

ICFC

Enquiries, which will be dealt with in strict confidence, should be addressed to:
Peter Austin, Manager,
Tel: 01-628 4040 ICFC Export Department,
Piercy House, 7, Copthall Avenue, London, E.C.2
or to the Manager of any ICFC Branch office.

You want to sell your product overseas quickly, efficiently and profitably

Inchcape Export Ltd. can do it for you

Inchcape Export Limited incorporates the former activities of Gray, Dawes & Co. Ltd. and The Borneo Co. (London) Ltd., and runs an experienced export organisation. Also, through a wide network of associated companies abroad, Inchcape Export Limited has an up-to-date knowledge of many overseas markets and numerous contacts. Please get in touch with Inchcape Export Limited who will be glad to give you a prompt export service—as Agents, Merchants or in an advisory capacity.

INCHCAPE EXPORT LIMITED

Incorporating the former trading activities of Gray, Dawes & Co. Ltd. and The Borneo Co. (London) Ltd.

Enquiries to J. R. Somerville, Director, Inchcape Export Ltd., 40 St. Mary Axe, London, E.C.3. Phone: 01-283 4680. Telex 23760 (A/B INCHCAPE). Grams & Cables: INCHEX LONDON E.C.3.

Associated Companies in: AUSTRALIA · CANADA · CARIBBEAN · Jamaica · Trinidad & Tobago · EAST AFRICA · Kenya · Uganda · INDIA · PAKISTAN · CEYLON · NEAR & MIDDLE EAST · Lebanon · Bahrain · Iraq · Iran · Kuwait · Abu Dhabi · Dubai · Muscat · FAR EAST · Malaysia · Singapore · Brunei · Hong Kong · Thailand.

Kupe of Ra'iatea

first happened upon New Zealand in the mid 10th Century

Isn't it time you discovered it?

If you've ever thought of doing business with—or just visiting—our country, consider this: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions and import and export needs. On profitable business (or travel) contacts. On useful facts and figures—from the extent of aerial top-dressing operations in Taranaki to harbour storage costs at Bluff. Our periodical *Review of the Economic Situation in New Zealand* is designed to make your way there easier still. Just ask us for a free copy at the address below.

The National Bank
OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

Market Research Conference

THE ENTRY of British products into Europe was likely to be resisted by some very strong and efficient competitors, a one-day conference in London on 'Research: a way into the European Market', was told.

Mr. G. V. K. Barton, one of the speakers, who is deputy chairman of the Export Council for Europe, added: 'But if we have cut out inefficiency, streamlined our organization, and paid attention in our design to the needs of the local market, then through drive and determination we should be able to build up both sales and profits in Europe.'

There were 130 representatives from British industry at the conference which was organized by the Market Research Society and the Industrial Marketing Research Association. It was sponsored by *The Financial Times* in association with the British National Export Council.

The conference was mainly made up of case histories of companies of various sizes which had used market research in order to break into or improve their performances in various European countries.

Mr. P. B. Hunt, an Assistant Secretary in the Export Promotion Branch of the Board of Trade, said there was an urgent need to encourage a more professional approach to overseas business. He added that the Government was determined to play its part in the new approach but they could not compel it. 'Nor can we, as a public service, confine our favours to the professional and deny them to others,' he said.

East European trade council

THE BRITISH NATIONAL Export Council announce that one of the biggest attempts to interest manufacturers in the vast trading potential of Eastern Europe took place on October 18, when Council Members of the East European Trade Council met over 1,000 businessmen in 10 major cities throughout the United Kingdom.

The EETC, the formation of which was announced in Parliament last January, exists to stimulate trade with the countries of Eastern Europe. Its Council consists of high-calibre businessmen with many years' experience of top-level negotiations with the area. The chairman is Mr. Alexander Ross.

United Kingdom exports to Eastern Europe, expressed as a percentage of total exports, are at present lower than the comparable figure for France, West Germany and Italy: 2.87 per cent as against 3.54 per cent, 5.5 per cent and 4.34 per cent respectively. In 1966 United Kingdom exports to Eastern Europe (excluding Jugoslavia) were £32¾ million *less* than her exports to the Irish Republic.

The EETC feels that serious misconceptions exist about the East European countries for which there is no basis in fact, together with a lack of knowledge of the radical changes in trading methods and outlook which are now taking place in those countries. Speakers, working from a centrally-prepared brief, will explain how these changes can best be used to increase trade with this rapidly-expanding and potentially profitable market.

Westminster Chamber's trade mission to the United States

THE CITY OF Westminster Chamber of Commerce and the British National Export Council are sponsoring a 25-strong trade mission, which left on October 14, to visit the United States in a drive to promote British exports. The mission is being led by Mr. Peter Dew, chairman of Grampian Press Limited and Commercial Exhibitions Limited, and the party will visit Los Angeles, Dallas, Houston and New York. It will be the largest United Kingdom trade mission to have visited Texas.

Included in the party will be three women directors representing lithographic printing, suede and sheepskin products and children's wear. They will be travelling to the United States for the first time in a bid to increase export sales. A wide cross-section of products and services is represented, in both the capital and consumer goods fields. Services and industries range from the field of custom tailors, fine art auctioneers and banking to manufacturers of industrial gloves, sales aids, precision instruments and extracting and earth-boring equipment.

Technical Help for Exporters building opens

MR. GERALD FOWLER, Joint Parliamentary Secretary, Ministry of Technology, speaking at the opening of the new Technical Help for Exporters building, Hemel Hempstead, on October 9, said:

'Although the Technical Help for Exporters Service may not remove the hoops that the exporter has to go through, it will at least tell him where they are and how high he has to jump.'

The new block housing the THE service is at the British Standards Institution Centre, Hemel Hempstead.

Mr. Fowler said: 'The enormous success of the service in its first year is amply evidenced by the volume of inquiries which has come in from manufacturers and the results it has been able to achieve.

'The experience and knowledge accumulated by THE will enable us to pinpoint with much greater precision than before those areas were divergencies between national standards and technical requirements of all kinds have a really serious effect upon our trade.

'Considerable effort is being devoted at Government level in Western Europe to removing these technical barriers which are now felt to act as hindrances to trade as much as tariff walls have done in the past.

'What is very difficult to establish, however, is first the extent to which exports in other areas are being frustrated – in the sense that manufacturers do not even attempt to break into a market which is hedged round with technical barriers – and, secondly, how much more it is costing us to make products specifically to different overseas requirements. It is here that we expect THE and the manufacturers who make use of it, to shed a good deal of light.

'What we are looking forward to ultimately is not only the harmonization of standards and testing requirements but the mutual acceptance of test reports and certificates issued by the appropriate national bodies of each European country.'

Two-day conference to examine travel problems of the 1970s

A TWO-DAY CONFERENCE to discuss future trends in transatlantic tourist traffic was held in Dublin yesterday and today.

The conference – organized by the European Travel Commission, the international body which promotes travel to Europe throughout North America – follows a similar meeting in New York last November.

It is being arranged in co-operation with CanMexUs, the organization which promotes travel to Canada, Mexico and the United States throughout Europe.

Attending the conference will be the chief executives of European national tourist organizations and their United States, Canadian and Mexican counterparts, together with ground-servicing experts and executives of land, sea and air carriers, tour operators, travel agents and hotel groups on both sides of the Atlantic.

The Dublin conference will present to delegates the problems involved in the development of transatlantic tourist traffic during the next decade.

Facsimile signatures on export documents

THE COMMISSIONERS of Customs and Excise have decided that for certain export documents produced as part of a 'one-run' system it will not in future be necessary to sign each one manually if mechanically reproduced facsimile signatures are used.

This relaxation applies only to the export specification forms XS29 and XS30 and the export Shipping Bill Form XS63A, which have been redesigned to form part of the aligned series of export documents announced in the Board of Trade booklet *Simpler Export Documents*.

Any exporter using the 'one-run' system, who wishes to use facsimile signatures should write to the Collector of Customs and Excise at the port(s) where he lodges the documents and give the following undertaking:

(a) that all export documents signed with facsimile signatures will be mechanically reproduced from a manually signed master on which all details will be asserted before signature;
(b) that the signatory accepts responsibilty for the accuracy of documents signed in this manner.

Aviation and Shipping

Loss of BEA Comet

THE BOARD OF TRADE announced, with regret, on October 12 that a Comet aircraft of BEA, registration GARCO, with 59 passengers and seven crew on board was lost at approximately 03.30 hours that morning while on a flight from Athens to Cyprus. Some bodies and pieces of wreckage were reported to have been found about 100 miles east of Rhodes. A Principal Inspector of Accidents from the Board of Trade went to Cyprus to commence inquiries.

The following telegram was sent by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade (in the absence of the President abroad), to Sir Anthony Milward, chairman, British European Airways:—

> 'HM the Queen has sent to the President of the Board of Trade the following message:
>
> "I am greatly distressed to learn of the tragic loss of the BEA Comet in flight between Athens and Nicosia. Please convey my sincere sympathy and that of my husband to the relatives of all those who have lost their lives."
>
> ELIZABETH R.
>
> I would be grateful if you would forward the Queen's message to those involved. The President of the Board of Trade and I would also like our sympathy conveyed on behalf of HM Government to the relatives of those killed.'

The Board of Trade Accident Investigations Branch then appointed Mr. Norman Head as Investigator-in-Charge of the accident.

Mr. Head went first to Athens where he collected with the full co-operation of the Greek Authorities, all pre-flight information. A medical investigation team has been set up, which is at present at Rhodes, comprising Group Captain Mason, a consultant aviation pathologist from the RAF Institute of Aviation Pathology, Dr. S. T. Preston, of BEA, and two Greek doctors.

Wreckage from the Comet is being assembled at Rhodes and the Navy Department is considering the possibility of raising wreckage from the sea-bed, which is at 1,300 fathoms in this area.

The investigating team is particularly anxious to locate the flight recorder, which is installed in the tail of the Comet. This may be done by using underwater television cameras.

Any substantial pieces of wreckage which it is felt will yield further information as to the cause of the accident will be brought back to the United Kingdom, where the Accident Investigations Branch of the Board of Trade will carry out further examination. This would take place at Farnborough, where the Accident Investigations Branch shares a facility with the Royal Aircraft Establishment.

ENFIELD COLLEGE OF TECHNOLOGY
QUEENSWAY,
ENFIELD, MDX.
Telephone:
01-804 1126

OVERSEAS MARKETING

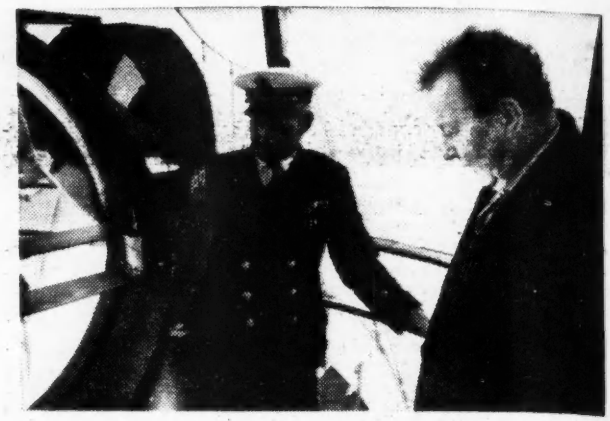
An intensive three-day course, to be held from Tuesday to Thursday, November 28th, 29th, 30th 1967.

This course is a stimulating appraisal of overseas marketing problems, and is designed for overseas representatives and export management.

Programme:

I. The Marketing Approach
II. Effective Organisation
III. Promotion of Overseas Sales

The detailed programme and registration form are available now from the Academic Registrar at the College, quoting reference JG/AP. Hotel accommodation can be arranged if required.



Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, paid a visit to the Trinity House Vessel 'Winston Churchill' and spent the day aboard the ship and visited lightships and lighthouses along the South Coast, which were being relieved and victualled by the 'Winston Churchill', on October 11. Above Mr. Mallalieu is seen in the lamp room high up in the 'Owers' lightship with the principal keeper Mr. W. Semple.

Civil Air Transport report of Court of Inquiry

THE REPORT of the Court of Inquiry set up by Mr. Ray Gunter, Minister of Labour, to inquire into the dispute between the British Air Line Pilots' Association and the National Joint Council for Civil Air Transpor was published by HMSO on October 13 (Cmnd. 3428), price 2s. 9d. net.

Anglo-Scandinavian air talks

A DELEGATION representing Denmark, Norway and Sweden met a United Kingdom delegation in London from October 9-12 to discuss a Scandinavian request for traffic rights for SAS at Hong Kong. Points of view were exchanged and discussed and it was agreed to continue the discussions in London at the beginning of January 1968.

Two new members appointed to Shipbuilding Industry Board

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, has appointed Mr. A. S. Ashton and Mr. H. W. Morris as members of the Shipbuilding Industry Board established under the Shipbuilding Industry Act, 1967.

Note:

After the Shipbuilding Industry Act was passed on June 28, the Minister announced that he had formally appointed Sir William Swallow as chairman of the Board, and Mr. J. Gormley and Mr. A. E. Hepper as members. It was recently announced that Mr. Hepper would be resigning as a result of agreeing to become chairman-designate of the Upper Clyde Group.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

New Books

Community Europe; a Short Guide to the Common Market, by Roger Broad and Robert Jarrett. (172 pages. Oswald Wolff. 19s. 6d., paperback edition. 30s. library edition). This is not yet another book arguing for or against British membership of the European Community. It is a shortish, straightforward account of the Community as a structure and as a system; and, as the most up-to-date general work of this nature, clearly of great interest to anyone seeking the factual basis for an informed opinion on the political issues. What distinguishes the book from others attempting the same task is the inclusion of a section containing the essential background information on the countries of the Six themselves. This includes chapters on their social problems, religious life, constitutions and political parties, industry, agriculture and trade. The rest of the book follows a more familiar pattern with a section on the structure and institutions of the Community, followed by chapters outlining the activities and achievements of the Community in various fields: the setting up of a customs union, agricultural policy, the general co-ordination of economic activities, social affairs, external trade policy, and cultural and educational co-operation. The final section deals with the Community's external relations – with the rest of Europe, the associated countries in Africa, and with the other regions of the world. The two authors are among the handful of British employees of the European Commission, both being currently in the London office of the European Community Information Service.

Economic Survey of Africa, Volume 1. United Nations Economic Commission for Africa. (241 pages. 26s. 6d., by post 27s. 8d., from HMSO and Government bookshops). In 1959 the United Nations Department of Economic *and* Social Affairs produced *Economic Survey of Africa since 1950*, which analyzed the economic structure of African countries and dealt generally with patterns of economic development in them. Particular attention was given to the export sector and the public sector. To bring the story of economic and social progress on the African continent up to date, a new survey is being published, dealing separately with the sub-regions of Africa. This first volume covers the West African sub-region and the Republic of South Africa. In addition to the matters dealt with in the previous survey, the new one includes studies of the economic and social infrastructure, monetary, banking and fiscal problems, and examines in some detail the development plans and objectives of particular countries. Thus the section on West Africa is in two parts, dealing respectively with economic growth 1950-1963 and with planned development and structural change; the section on South Africa has chapters on the socio-economic structure, recent economic trends (to 1963), development problems and policies, and an analysis of the economic development programme for 1964-1969. There are 94 statistical tables in the text of the West African section and 56 in the South African section, containing data from a wide range of published sources. A 15 page corrigendum is issued with the volume, and includes the foreword to it.

Mission to Uganda, Kenya and Zambia . . . Report of a Delegation from Leicester and County Chamber of Commerce, July 2-24, 1967. (15 pages. The Chamber, 3 Granby Street, Leicester. 5s. post free). This report is the latest in the useful series covering countries throughout the world issued by the Leicester and County Chamber of Commerce. The basic aim of the small but representative mission, which included delegates from firms manufacturing hosiery, knitwear, ladies' garments, woodworking machinery, machine tools, materials handling equipment, textile weaving and knitting machinery, was to examine the East African market. Brief notes on the current economic situation, development plans and market prospects are given for each country. The overall results of the mission are also summarized in the final section and indicate that good opportunities exist for British manufacturers to increase their sales in this area of Africa.

Canada 1967. A Report of the Publishers' Mission to Canada, April 1967, sponsored by Book Development Council. (29 pages. Available free from the BDC, 7 Albermarle Street, London, W.1). This is the eighth study of the Canadian market for British books since 1943. The Canadian market for books is as large as the total United Kingdom home market, despite an English-speaking population only one third as large, but the British proportion of it is falling. This report examines once again the problems of the Canadian agency system, the high mark-up required which largely offsets the lower prices of British books compared with those of the United States, the difficulties caused by 'buying around' – i.e. Canadian purchases direct from United Kingdom publishers and bookshops, and the complaints of delays in filling orders. A number of recommendations in general terms are made to British publishers, some of which are new.

Company Mergers and Acquisitions. (226 pages. Available from R. V. Arnfield, Industrial Liaison Centre, University of Strathclyde, Livingstone Tower, Richmond Street, Glasgow C1., 42s.). A two-day national conference organized by the University of Strathclyde in co-operation with the *Financial Times* was held in Glasgow in March 1967. The proceedings of the Conference are published in this volume. The 12 lectures were contributed by persons with a particular knowledge or experience of the subject derived from their positions in industry, academic institutions and the Civil Service. From the latter field Mr. P. W. Carey, an Assistant Secretary in the Board of Trade, contributed a talk dealing with the public interest in mergers and monopoly, which provides an account of the Board of Trade's powers under the Monopolies and Mergers Act 1965, and the way the Board of Trade acts in dealing with merger proposals. Other lectures deal with general aspects of the subject, such as the economic background to mergers and recent trends in company acquisition; and with particular topics, such as bidding and defensive strategies, tax considerations and legal aspects.

Economics and Industrial Efficiency. An Introduction to Managerial Economics, by H. Speight. (266 pages. Macmillan. 36s.). This book aims to show how economics can help towards the efficient and profitable solution of some of the major problems of management. The book has developed out of a series of lectures delivered to students of technology at Leeds University. For this second edition the author has introduced new empirical illustrations and brought the factual parts of the book up to date. Part of the chapter on efficiency in the use of labour has been rewritten, there is a more extensive enumeration of the sources of finance, and there have been additions to, and changes in, the discussion of methods and problems of depreciation accounting. The bibliography has been extended and brought up to date.

The Overall Level and Structure of R & D Effort in OECD Member Countries. Organisation for Economic Co-operation and Development. (66 pages. 9s., by post 9s. 6d., from HMSO and Government bookshops). The growing recognition of science and technology as an important factor in economic and social progress has led the OECD member countries to make a major effort to improve their statistics on research and development (R & D). An international statistical year was launched in order to accelerate the collection of comparable data, and member countries undertook to return the relevant information based on the year 1963 or 1964; and for this purpose many countries undertook special surveys and inquiries. As a result, the statistical information on R & D now available has been very much improved and analyses will be published in the OECD series *International Statistical Year for Research and Development: a study of resources devoted to R & D in OECD member countries in 1963/64*, of which this pamphlet is the first. It is a general analysis of the efforts of member countries in their promotion of R & D, and attempts to identify the scale and structure of R & D efforts and to make significant comparisons between countries. Further reports will be issued on the following topics: statistical tables and notes; R & D in the business enterprise sector; R & D in the government sector; R & D in the higher education sector; and R & D in the private non-profit sector.

Going Metric: First Stages. A Report by the British Standards Institution. (8 pages. Single copies may be obtained free of charge from the BSI Press Office, 2 Park Street, London, W.1. Bulk orders should be sent to the BSI Sales Office, 101-113 Pentonville Road, London, N.1. Price 10s. for 25 copies, post free). This booklet describes the background to the Government's decision in 1965 to 'go metric' in British industry; and BSI's tasks of preparing some 1,400 standards covering basic commodities used in industrial production, and programming the changeover, first of all for the engineering industry and then for the rest of industry. (The programme for the construction industry has already been published – *Programme for the Change to the Metric System in the Construction Industry*, published February 1967, reference number PD 6030). The Government's role in the changeover, and the units of measurement to be used are also dealt with. Useful BSI metric publications are listed.

Investment in the Process Industries. Process Plant Working Party Report No. 2. (19 pages. Free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London, SW1.). The Working Party's first report, *Future Demand for Process Plant*, reviewed in the *Board of Trade Journal* on March 3, 1967, concluded that the rising demand for plant would continue and that current output should be considerably raised. This report confirms the Working Party's earlier estimate despite reports of few incoming orders, which may in part be due to heavy imports encouraged by manufacturers who like to have plenty of unexecuted orders on their books. The report also examines problems caused by the cyclical pattern of investment, the time taken to build an average plant compared with foreign competitors' performance, and the need to find standards for the delivery of different kinds of plant.

Other publications

A GUIDE TO PAYMENTS RISKS AND IMPORT REGULATIONS ABROAD. September 1967. 46 pages. Available free from Barclays Bank Ltd., Economic Intelligence Department, 54 Lombard Street, London, E.C.3.

Government surplus sales by auction

MINISTRY OF DEFENCE

Oct. 24-25	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts, Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).

Furniture; miscellaneous kitchen equipment; clothing and textiles, including vests; drawers; motor cyclists boots; ankle boots and shoes; rubber boots; greatcoats; canvas valises; manpack carriers; miscellaneous saddlery; Coventry Climax fire pump trailers; miscellaneous fire-fighting equipment; wooden 30 ft. and 35 ft. extension ladders; 2-way wooden pallets; electric cable; wireless and electrical equipment and spares; M.T. spares; hand saws; cotton tarred hawser laid cordage; miscellaneous cobblers equipment; fire extinguishers; Bedford and Ford V8 engines; Dennis fire pump trailer spares; assorted hand tools; miscellaneous tenting equipment; machine tools; tubular steel frames; Soyer stoves; jerricans (4½ gall.); Atkinson grit spreaders; BSW screw cutting tool sets; galvanized corrugated iron sheets; and a large assortment of other miscellaneous equipment.

November 2	Technical and miscellaneous stores	No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053).

Aircraft wheels; inverters; actuators; generators; transformers; meters; fuel pumps; motors; generating sets; brake units; alternators; regulators; electric cable; batteries; rubber dinghies; wooden cases; prismatic binoculars; cameras and photographic equipment; film and bromide paper; footwear; furniture; water bottles; clothing, including greatcoats, raincoats, jackets, blouses, khaki drill clothing; underwear, etc., and a large quantity of other miscellaneous stores.

November 8	Vehicles, miscellaneous stores	Sale to be held at Auctioneers premises	Osbourne King & Megran (Dept. L), 24 Montgomery Street, Belfast, 1. (Tel. 20233).

Morris Mini and Mini Minor saloons and vans; Ford Zephyrs and Popular saloons; AEC Matador 10-ton tractors and 2,500 gal. refueller; Scammell recovery vehicles; Sankey and Brockhouse ½-ton trailers; Ford maintenance trucks; Leyland Hippo 10-ton cargo truck; Fordson, Austin and Bedford 3-ton trucks; half-track personnel carriers; full-track light caterpillar tractor; David Brown tractors; Austin radio station trucks; Austin Champs; 46 BSA 500 c.c. motorcycles; metal scaffolding; clothing, including greatcoats; woollen vests and drawers, etc.; steel and wooden boxes and a large assortment of other miscellaneous stores.

Nov. 25-26	Miscellaneous equipment and stores, including:	Sale in County Hall, Carlisle	Harrison & Hetherington (Dept. L), Botchergate, Carlisle. Tel. 26292).

Motor vehicle spares, including windscreens; head lamps; carburettors; distributors; fuel pumps; starters; chassis assemblies; tyres, etc.; machine tools, including valve grinders; flexible drives; refacers; centre lathes; drills; riveting sets, etc.; radio receivers; power units; frequency and indicator units; rectifiers; control units; air blowers; electric motors; transformers; attenuators; modulators; fuses; junction boxes; fan assemblies; battery chargers; voltage regulators; test sets; valves; switches; filter units; time base units; aircraft sighting heads and portable computers; speed indicators; compass gyro units; altimeters; micrometers; oscilloscopes; gunmetal adaptors; branch pipes; breachings; nozzles; standpipe heads; suction strainers; various jacks; rack assemblies; oxygen equipment; wooden and metal pallets; engine stands; fire extinguishers; canvas satchels; metal cylinders; wooden boxes; connectors; chairs and tables; metal and wooden cabinets; steel wire; welding electrodes; flux and graphite; various paints, etc.

Nov. 21-22	Miscellaneous equipment and stores, including:	Royal Arsenal, Woolwich	Fuller, Horsey, Sons & Cassell (Dept. L), 20 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Large quantities of clothing; electrical equipment, including oscillographs; oscilloscopes; electric motors and switchboard control panels; generators; various telephone sets; electric and hand operated sewing machines; M.T. spares; cameras; furniture; large quantities of bedding; Coventry Victor 16 h.p. petrol outboard motors; fire fighting equipment; 30 ft. wooden extension ladders; rugs and mats; carpets; old canvas and mixed rags, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Horizontal and vertical borers; radial drills; plain and universal grinders; capstan and centre lathes; gear shaper; horizontal and vertical millers; plate straightening rolls; plate guillotine; planer; shapers; forging hammers, etc. Located at Gosport, Southampton, Plymouth and Manchester. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii(A)), First Avenue House, High Holborn, London, W.C.1.

Appointment of Assistant Official Receiver

MR. KENNETH HAROLD BIDMEAD is appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Bradford, Dewsbury, Halifax and Huddersfield with effect from October 16.

New telephone number for Official Receiver in Watford

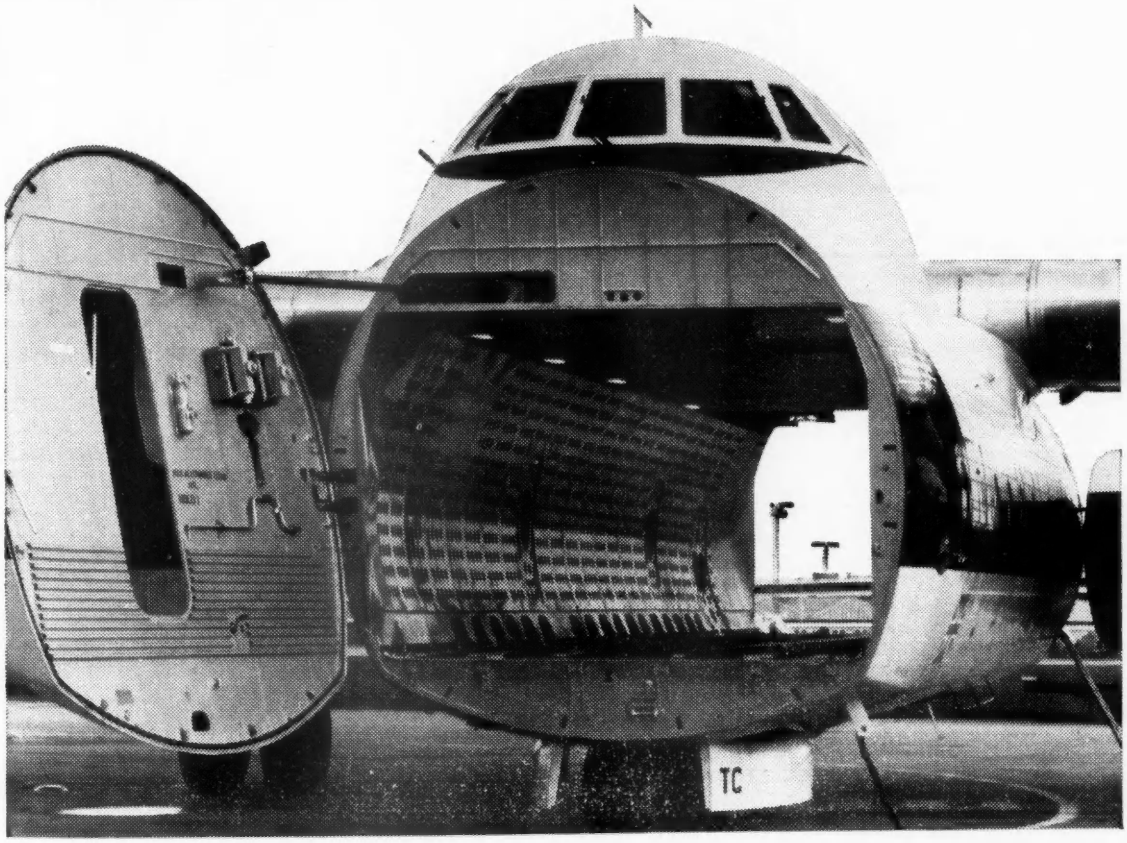
THE TELEPHONE number of the Official Receiver in Bankruptcy at Watford (Board of Trade, Insurance and Companies Department and Bankruptcy Department) has been changed to 01-92 44288.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

Big opening for go-ahead exporters



Ambitious exporters – and importers – can now fly their cargo to Italy by Argosy 222. Alitalia (in conjunction with BEA) operate 12 flights a week to Milan. Two flights per day on Wednesday, Thursday, Friday, Saturday and Sunday. Maximum payload, 11 tons. The Argosy takes 6 standard international pallets measuring 108 x 88 inches. Largest possible acceptable dimensions: 420 x 98 x 66 inches. So think big, gentlemen!

See your Forwarding Agent. Or call our office in London, Birmingham, Manchester, Glasgow or Dublin.

ALITALIA

ALITALIA INTERNATIONAL TRADE CENTRE

A complete advisory service for import/export the whole world over.

AI TC

British Transport Docks Board
PROGRESS REPORT

If you ship by cargo liner–
you need this FREE Docks Board book

No less than 120 cargo lines operate from Docks Board ports—and the number is steadily growing. One-third of all U.K. dry cargo passes through these 22 ports round Britain.

"Cargo Liner Services," issued by the Docks Board, names the lines, their destinations, appropriate agents, Docks Board ports of call and sailing frequencies.

Set out in handy cross-reference form, "Cargo Liner Services" enables the shipper to check instantly the port best situated to handle his cargo. Section 1 lists countries alphabetically and indicates the ports serving them. Section 2 lists the ports and indicates their proximity to U.K. centres and the destinations served by each.

And because choice of port depends upon a number of factors, this handy cargo liner guide is further supplemented by a free advisory service at local port level and through regional Docks Board commercial offices. It is a service which is equally helpful to veteran shippers and to those about to launch into the markets of the world.

Post this coupon today for your FREE 126-page guide "Cargo Liner Services"

NAME .....

POSITION .....

COMPANY .....

ADDRESS .....

To: Chief Commercial Manager, British Transport Docks Board, Melbury House, Melbury Terrace, London N.W.1. BT3

British Transport Docks Board
A NATIONWIDE PORTS SERVICE

HUMBER: HULL, GRIMSBY, IMMINGHAM, GOOLE. **EAST COAST:** KING'S LYNN, LOWESTOFT. **SOUTH COAST:** SOUTHAMPTON, PLYMOUTH. **SOUTH WALES:** NEWPORT, CARDIFF, BARRY, PORT TALBOT, SWANSEA. **WEST COAST:** GARSTON, FLEETWOOD, BARROW, SILLOTH. **SCOTLAND:** GRANGEMOUTH, METHIL, BURNTISLAND, AYR, TROON.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1965 4th quarter	130	133	157	152	127	109	162	131	171	188	157	+ 89	+ 35	+19	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	155	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	169	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	165	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	189	173	+ 48	+ 3	—10	+14
2nd quarter	132	133			129	109	174	127	179			+ 39	+ 4	—12	+14
1967															
February		132				109									
March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry-		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic material and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965 4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter					110·3*	134·5*		555	158		162*	156*	
1967													
February	150	105	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·3	543	155		157	163	
August			139·7	+1·4	110·7*	134·6*	176·6	559	155		162	155	
September					110·8*	134·6*		563	163		167*	149*	

*Provisional. †Not seasonally adjusted.

United Kingdom trade in September

Summary

EXPORTS IN SEPTEMBER were affected by the unofficial strikes in the docks which followed the introduction of decasualization, and recent trends are obscure. The September import total was much affected by sharply increased arrivals of oil, but other imports are likely to have been reduced to some extent by the situation in the docks. Imports in the third quarter, despite a sharp rise in fuels, were 3 per cent less than in the second quarter.

Visible trade balance

There was a deficit in visible trade in September of £52 million, seasonally adjusted and excluding United States military aircraft. In the third quarter the deficit averaged £25 million a month, compared with £40 million a month in the second quarter. In the first nine months of this year the deficit averaged £25 million a month, compared with £26 million a month in the corresponding period of last year.

Table 1A. United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.	Re-exports f.o.b.	Visible trade balance†
1964	368	475		13	—45
1965	394	479		14	—22
1966	420	496		16	— 9
1965 1st quarter	384	457		13	—12
2nd quarter	381	484		13	—41
3rd quarter	399	487		15	—25
4th quarter	412	489		16	—11
1966 1st quarter	416	507		16	—24
2nd quarter	395	495		16	—34
3rd quarter	426	513		16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 9
2nd quarter	434	535	530	15	—40
3rd quarter*	422	518	514	16	—25*
1967 April	441	556	549	15	—51
May	438	531	525	15	—29
June	418	524	521	14	—40
July	442	502	498	16	+ 4*
August	419‡	519	515	16	—27*‡
September*	404	532	529	16	—52*
April-June	434	535	530	15	—40
July-September*	422	518	514	16	—25*

† Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1B.

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter*	392·3	510·2	14·4
July	425·9	490·2	14·4
August	377·8†	529·8†	14·0
September*	373·2	510·6	14·7

* Provisional estimates.
† Revised estimates.

Exports

Exports in September were £404 million, seasonally adjusted. The total recorded for the month was reduced by the unofficial strikes of dockers following the introduction of decasualization. It is not possible, however, to determine the precise effect. The week beginning September 18, when the strikes began, would cover the last days of shipments likely to be recorded in the September export figures. It is estimated that during that week, taking into account the pattern of trade in the ports concerned, rather more than one-third of exports were being affected by the strike.

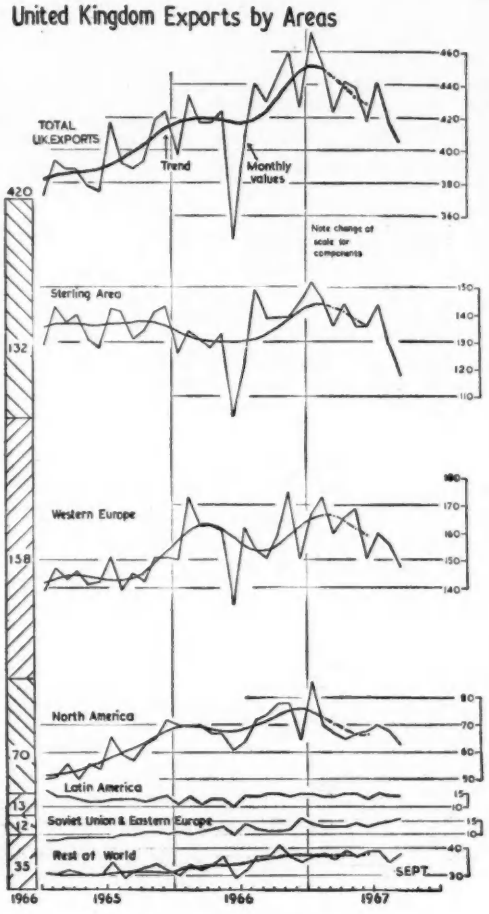


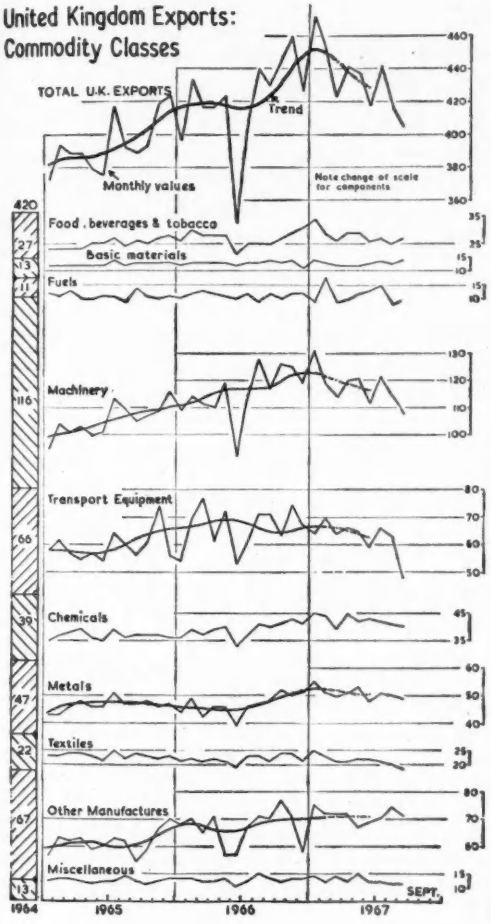
Table 2. United Kingdom exports: Areas†

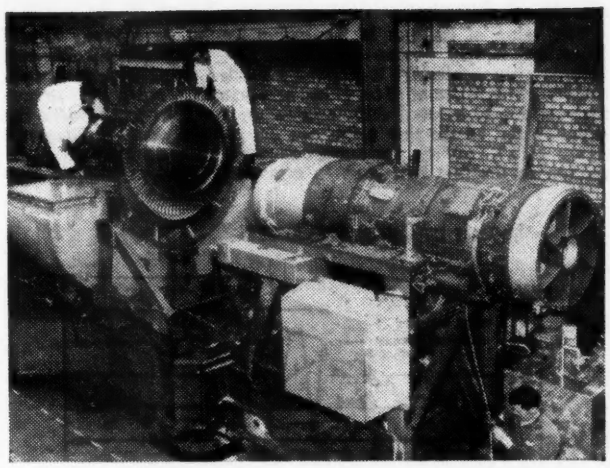
Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1966 Year	420	132	158	80	62	70	13	12	35
3rd qtr.	426	137	156	77	60	70	14	12	35
4th qtr.	444	140	161	82	63	73	15	13	38
1967 1st qtr.	450	145	167	82	67	75	14	13	37
2nd qtr.	434	139	162	81	65	66	14	14	38
July	442	144	160	77	66	70	15	14	39
August	419	130	156	80	60	68	14	15	35
Sept.*	404	118	148	75	60	63	14	16	38
2nd qtr.	434	139	162	81	65	66	14	14	38
3rd qtr.*	422	131	155	77	62	67	14	15	38

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World.'

The effects of the dock strikes on the September figure make it difficult to assess the current trends in exports. Over the three months July-September the average was £422 million, 2½ per cent less than in the second quarter. Apart from the dock strikes the third quarter figure was reduced by the Middle East situation, which affected shipments both to Middle East countries and to those markets beyond which are normally served by ships using the Suez Canal. In addition exports of fuels were curtailed. Exports to the sterling area and to Western Europe were lower in the third quarter but exports to North America were maintained. In the first nine months of the year exports averaged £435 million, 3½ per cent more than the rate for the year 1966.





AEI has won a £600,000 order from the Hydro Electric Commission of Tasmania for two API gas turbine packaged power stations. This is the second order for two of these AEI units within a week, the first was from the Electricity Supply Board, Dublin, and together they are valued at nearly £1¼ million. In order to meet urgent power demands in Tasmania a quick delivery is required and AEI will supply the Hydro Electric Commission's units in April 1968. These miniature power stations will each supply 10 MW of base-load electricity – enough for a small industrial town – for two of the Hydro Electric Commission's major construction sites. The sites are at Bell Bay in northern Tasmania and on the Gordon River in the south-west. The AEI packaged power station uses an industrial version of the Rolls Royce 'Avon' jet engine, which powers the Comet and Caravelle aircraft, to drive its AEI power turbine and generator. The company has supplied API sets to Canada and is now manufacturing a unit for the Netherlands. These power stations are made at AEI's Trafford Park factory, Manchester, and the generators are supplied from Rugby.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 978 of October 13 issue.

Table 3. United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
3rd quarter	426	25	13	11	365	186	120	51	16	39	47	22	69	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
2nd quarter	434	28	13	12	366	181	119	47	17	44	51	22	69	13
July	442	27	14	15	370	185	121	44	22	42	51	21	70	12
August	419	25	13	8	361	177	115	46	17	41	50	20	74	11
September*	404	27	14	10	338	157	108	35	14	40	49	18	71	11
2nd quarter	434	28	13	12	366	181	119	47	17	44	51	22	69	13
3rd quarter*	422	26	14	11	356	173	115	42	18	41	50	20	72	12

*Provisional estimates.

(*Continued on next page*)

Imports

The value of imports in September (excluding military aircraft from the United States) was £529 million seasonally adjusted; including these aircraft it was £532 million. Fuel imports showed a further sharp rise of £16 million in September, reflecting increased arrivals due to belated shipments as the result of the Middle East situation but also higher prices and freight charges. The September figure of £76 million for fuels compares with an average of £55 million in the first half-year. In other categories of imports there were generally small changes in September, with decreases in a few sectors.

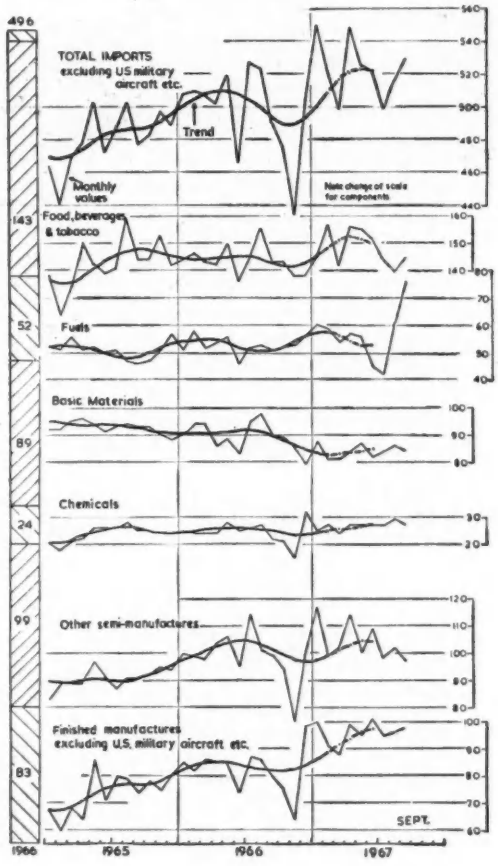
The dock strikes are likely to have caused some reduction in the September import figure. The estimation of the effect involves uncertainties additional to those concerning exports, and it is not possible to make quantitative estimates. The proportion of imports normally handled in the ports affected by the strike would be similar to that for exports, but would be affected to an unknown extent by the possibility of switching ships arriving from one port to another and also by the need to give priority in the docks to the unloading of perishable cargoes.

In the third quarter imports averaged £514 million, 3 per cent less than in the second quarter. For the first nine months of this year imports averaged £522 million, 3½ per cent higher than in the corresponding period in 1966. Part of this increase is explained by the effects of removal of the import charge, including the arrival in the early months of this year of goods held back in the period immediately before the charge was lifted.

The reduction in imports in the third quarter compared with the previous quarter occurred despite a sharp rise in the value of fuel imports, reflecting higher prices and freight charges. There was a substantial fall of 7 per cent in imports of food, beverages and tobacco in the third quarter after the strong rise in these imports in the first half-year. Another significant fall was in imports of semi-manufactures which were 6 per cent lower. There was also a small reduction of 2 per cent in imports of finished manufactures. Imports of basic materials in the third quarter were little changed.

In the area pattern of imports the reduction in the third quarter was mainly in arrivals from the sterling area, and, to a lesser extent, from Western Europe. There was a sharp increase in imports from the 'Rest of World' reflecting a switch in the source of oil supplies.

Imports by Commodity Classes



HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

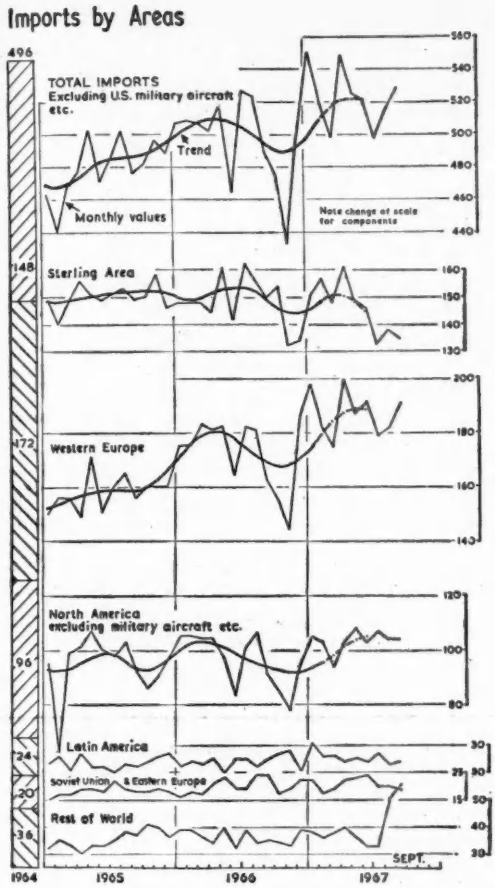
Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 Year	496		143	52	212	89	25	99	83		7
3rd quarter	513		147	52	224	94	25	105	84		6
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
2nd quarter	535	530	153	52	218	84	27	107	104	99	6
July	502	498	144	42	210	84	27	99	99	95	6
August	519	515	140	61	217	86	29	102	100	96	6
September*	532	529	145	76	208	84	27	97	101	98	8
2nd quarter	535	530	153	52	218	84	27	107	104	99	6
3rd quarter*	518	514	143	60	211	85	27	99	100	96	7

*Provisional estimates.

Imports by Areas



INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 - Telex Econ Plan 5547 - message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 - Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84126 - prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

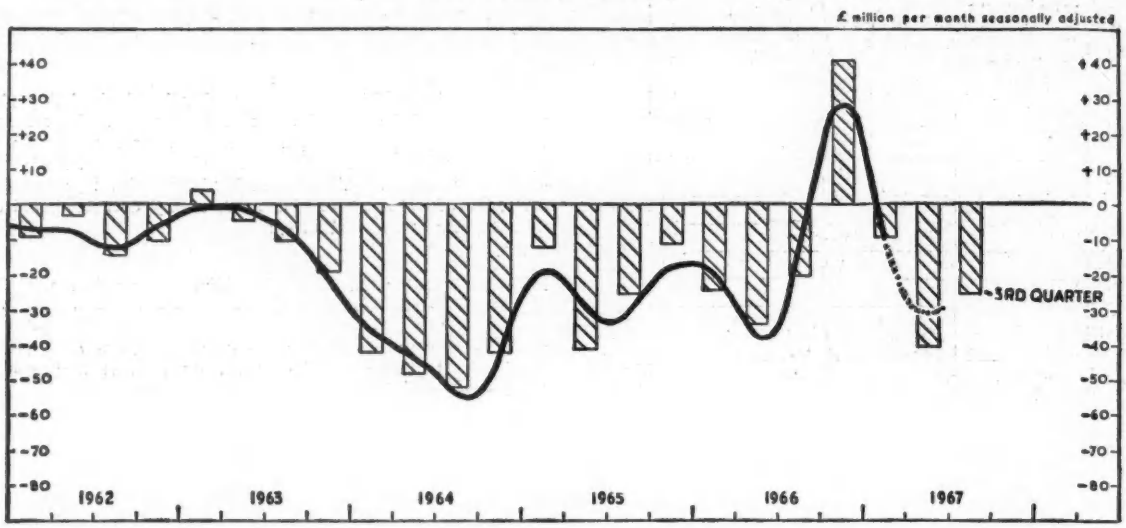
Table 5. Imports: Areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1966 Year	496		148	172	96		24	20	36
3rd quarter	513		156	175	99		24	22	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter	524	523	152	185	102	101	27	19	37
2nd quarter	535	530	151	192	109	104	25	23	36
July	502	498	133	179	111	107	27	20	33
August	519	515	138	182	108	104	23	20	51
September*	532	529	135	191	108	104	24	19	56
2nd quarter	535	530	151	192	109	104	25	23	36
3rd quarter*	518	514	135	184	109	105	25	20	47

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area, and included with those for the 'Rest of the World.'

VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on October 26* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for November, due to be published on or about November 27.

Visible Trade Balance

(*a*) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the trade accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(*b*) *Purchase of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

* Accounts relating to the Overseas Trade of the United Kingdom, September 1967, HMSO, price 30s., by post 31s.
† Report on Overseas Trade, published by HMSO, price 4s. by post 4s. 5d. Annual subscription £2 14s., including postage.

1½ million foreign visitors in first seven months

MORE THAN 1½ million foreign visitors came to Britain in the first seven months of this year, reports the British Travel Association, Britain's official tourist organization.

The 1,600,000 arrivals during the period represented an increase of 119,000 (8 per cent) over the first seven months of record-breaking 1966.

A BTA spokesman revealed these figures when he announced that 530,000 foreign visitors came to Britain in July He said: 'This was over 6,000 more than in the same month last year when the country was host to many thousands of World Cup visitors.'

The July arrivals brought the total number of European visitors to Britain in the first seven months of this year to over 995,000 – an increase of 65,000 (7 per cent) on the period.

Visitors from the United States during the period numbered 481,000. This was a rise of 51,000 (12 per cent) on the first seven months of 1966.

The British Travel Association spokesman said that final details of the number of tourist arrivals from Commonwealth countries during the first seven months of this year were not yet available. It was estimated that these, too, were considerably higher than in the same period of 1966.

Annual report of National Film Finance Corporation

THE ANNUAL REPORT and statement of accounts of the National Film Finance Corporation for the year ended March 31, 1967, was published on October 11 (Cmnd 418). Copies at 1s. 9d. are available from HMSO, 49 High Holborn, London, W.C.1 and branches, and by post (2s. 1d.) from HMSO, PO Box 569, London, S.E.1.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Gramophone Records for July 1967
Footwear for August 1967
Processed Man-made Continuous Filament Yarns for August 1967

Quarterly at 7s. 6d. a year, post free:

Electric Light Fittings for April-June 1967

General assessment of the economic situation*

(From the article on the Economic Situation to be published in Economic Trends, *October* 1967)

THERE ARE NOW increasing indications that expansion in the domestic economy is being resumed. The fall in demand for labour has slowed down; both total non-housing fixed investment and housebuilding are on a firm upward trend; and consumer spending, notably on cars, appears to be rising. Exports, on the other hand, have been set back by the slackening of demand in most of our overseas markets, and, more recently, by the Middle East situation and the unofficial strikes in the docks. The provisional index of industrial production was higher again in July after its rise in June. The most recent figures indicate that manufacturers' selling prices have risen slightly – on account of increased fuel prices – while retail prices have remained stable.

National income estimates

The national income estimates published on October 12 suggest that, although there was little change between the first and second quarter of this year, total domestic output in the first half of the year was a little above that in the second half of 1966. Between the first quarter and the second, consumers' expenditure did not change appreciably, and while fixed investment increased, exports fell back. So total final demand did not increase much; and, with imports higher, domestic output was little changed. Industrial output, however, rose slightly between the first and second quarters.

Since the middle of the year the figures for retail sales, for car registrations, for hire purchase debt and for bank advances suggest that there has been some expansion in consumers' expenditure. Car sales in recent months have been stimulated by the relaxation of hire purchase controls early in June and at the end of August, and, probably, by the introduction of the annual registration letter in August.

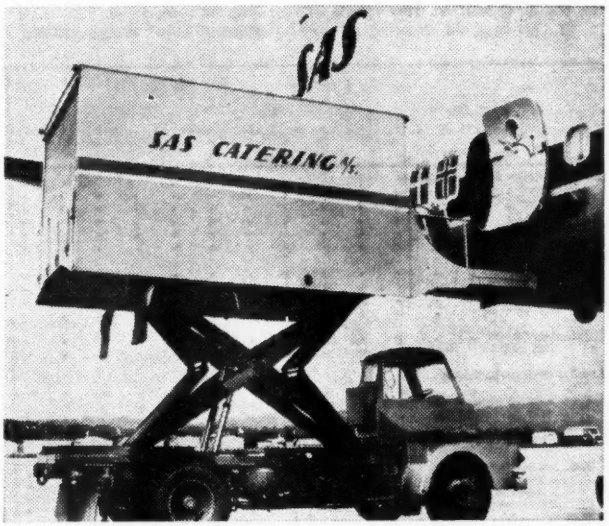
The figures for the third quarter of the year point to some moderation in the upward trend in unemployment. Moreover, after remaining stationary between July and August, the number of unfilled vacancies for adults increased – for the first time since early 1966 – between August and September. While it is too soon to draw a firm conclusion, this may mark the end of the downward trend in job vacancies.

With the end of the period of severe restraint, wage rates rose in July, but there was little further change in August. The retail prices index showed a slight further fall in August mainly because of a drop in seasonal food prices. Manufacturers' selling prices were slightly higher in the third quarter, after almost a year of very little change. The terms of trade were slightly more favourable in the three months June-August than in the preceding three months.

Imports rose in September, but the total was much affected by sharply increased arrivals of oil, while other imports are likely to have been reduced to some extent by the situation in the docks. Taking the third quarter as a whole, imports were appreciably lower by value than in the second quarter, and this despite a sharp rise in the fuel import bill following higher oil prices and tanker freight charges. Imports of food, beverages and tobacco dropped substantially (after the strong rise in the first half of this year) as did imports of semi-manufactures, and there was also a small fall in imports of finished manufactures.

Generally speaking, the exchange markets were fairly quiet during September. The gold and convertible currency reserves fell by £9 million during the month to a level of £976 million. On October 10 it was announced that a group of Swiss banks had offered the British Government a 12-month loan of Swiss francs 450 million, that is, of nearly £37½ million, and that this offer had been accepted.

* Unless otherwise stated, this report is based on seasonally adjusted data.



This Edbro Hi-Lift vehicle is now in use at Flesland Airport, Bergen, Norway, by Scandinavian Airlines System. The first of four of its type for operation by SAS Catering A/S at airports in Norway and Denmark, it has greatly speeded up the turn-round of aircraft at Flesland, formerly served by an ordinary van with manual loading and unloading of meals and beverages. The Hi-Lift van plies between the airport and the SAS kitchens in the centre of Bergen 12 miles away. Outwardly similar to the hundreds of other Edbro Hi-Lift vans at airports throughout the world, this latest design has the controls for the stabilizer jacks electrically interlocked with those for raising and lowering the body. Rising to a maximum unladen floor height of 12ft. 10 in. the Oswald Tillotson light-alloy van body has a payload capacity of 2½ tons. The split fixed-bridge platform at the front has an 8 in.-deep rubber buffer to prevent damage to an aircraft fuselage. Fitted with a half-cab, the Commer 11 ft. 9 in.-wheelbase chassis is powered by a Perkins diesel engine.

A.C. MARINE MOTORS
DRIP PROOF } FOR USE
HOSE PROOF } BETWEEN DECKS
DECK WATERTIGHT

BROOK ELECTRIC MOTORS

TO INTERNATIONAL SPECIFICATIONS:—
Write For Details
BROOK MOTORS LIMITED
HUDDERSFIELD
67/A

Summary of activity at aerodromes in the United Kingdom and the Channel Islands in the 2nd quarter of 1967

ACTIVITY AT UNITED KINGDOM aerodromes was levelling off in the first half of this year, possibly with some fall in the second quarter. This check to civil aviation growth was also shown by the operating and traffic statistics of United Kingdom airlines (*Board of Trade Journal*, October 6, 1967, page 834).

Passenger traffic at all United Kingdom aerodromes in the first six months of 1967 was 6 per cent more than a year earlier. The average annual growth over the last five years has been about 13 per cent. The increase in the London area, the major terminal for international services, was slightly higher than the national average, 7 per cent. There were increases of 6 per cent at Heathrow and 18 per cent at Gatwick. Experience at other airports was varied with traffic at a number of them below last year's rates. At Manchester, the busiest of these, there were 7 per cent fewer passengers in the first half of 1967 than in the first half of 1966.

In the first six months of 1967 the amount of cargo picked up and set down at all United Kingdom aerodromes was 12 per cent lower than in the same period of 1966; the growth rate over the last five years averaged 11 per cent. Freight handled at London area airports was about the same as in the first half of 1966, with an increase of 1 per cent at Heathrow and a decrease of 20 per cent at Gatwick. Cargo traffic, in particular, was inflated by the seamen's strike in May and June 1966 and these figures exaggerate any change of trend that may have occurred.

Air transport movements at all airports increased by 3 per cent between the first halves of 1966 and 1967. This may be compared with an average increase of 4 per cent over the last five years. Movements in the London area and also at Heathrow increased by 7 per cent, with an increase of 8 per cent at Gatwick. With the tendency for a higher proportion of flights to be made with the larger aircraft in service these figures are consistent with the fall in load factors this year reported by the airlines.

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes:							
1962 Year	800,309	449,261	14,441,457	13,793,411	648,046	343,758·6	29,245·0
1963 Year	817,601	457,742	16,170,463	15,506,152	664,311	360,044·4	30,746·0
1964 Year	884,211	480,191	18,324,628	17,649,174	675,454	399,089·5	32,556·5
1965 Year	956,572	507,515	20,642,236	19,918,240	723,996	418,199·5	34,498·2
1966 Year	1,093,258	556,236	23,356,260	22,581,575	774,685	517,195·3	40,328·4
1966 1st quarter	198,230	93,523	3,446,365	3,321,640	124,725	98,309·6	8,944·2
2nd quarter	312,233	158,974	6,615,330	6,397,126	218,204	156,816·7	11,386·0
3rd quarter	352,415	194,074	9,176,317	8,897,135	279,182	150,665·1	9,207·8
4th quarter	230,380	109,665	4,118,248	3,965,674	152,574	111,404·0	10,790·3
1967 1st quarter	243,420	102,868	3,891,223	3,757,029	134,194	100,529·3	9,142·5
2nd quarter	345,184	156,253	6,737,361	6,541,178	196,183	122,665·0	9,164·2
London Area aerodromes:							
1962 Year	230,602	173,209	8,102,173	7,956,725	145,448	111,917·9	19,852·4
1963 Year	242,251	183,620	9,263,298	9,106,492	156,806	133,848·7	20,982·6
1964 Year	273,111	204,354	10,677,810	10,506,540	171,270	165,274·0	22,266·0
1965 Year	298,241	221,744	12,040,630	11,859,222	181,408	204,248·4	23,794·4
1966 Year	320,205	243,106	13,600,918	13,396,224	204,694	248,243·0	26,524·3
1966 1st quarter	62,387	44,740	2,133,102	2,098,631	34,471	55,902·7	6,110·9
2nd quarter	88,025	66,099	3,749,736	3,688,377	61,359	66,889·0	6,285·3
3rd quarter	101,625	80,221	5,145,042	5,078,119	66,923	63,034·0	6,394·2
4th quarter	68,168	52,046	2,573,038	2,531,097	41,941	62,417·2	7,733·8
1967 1st quarter	68,267	49,606	2,404,999	2,370,312	34,687	58,465·5	6,483·2
2nd quarter	92,930	69,165	3,882,091	3,826,999	55,092	63,897·4	6,448·0

(*Table on next page*)

Aircraft noise at Heathrow Airport, London during the 2nd quarter 1967

MONITORING OF THE noise of departing turbo jet-engined aircraft and of the height of arriving aircraft continued during the second quarter of 1967; the results are set out below, together with comparable figures for the same period in previous years.

Departing aircraft

16,083 jet aircraft departures were monitored by the Board's noise monitoring unit during the quarter. Of these 0.11 per cent exceeded the day noise level of 110 perceived noise decibels. 886 jet night departures were monitored, and of these, 0.11 per cent exceeded the permitted noise level of 102 perceived noise decibels.

Comparable figures for previous years are given in the following table:

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
Second quarter 1961	3,944	9·9	380	11·3
1962	5,783	0·9	588	5·1
1963	8,035	0·6	764	1·2
1965	9,382	0·3	882	0·8
1965	10,155	0·5	874	2·6
1966	13,405	0·9	876	4·8
1967	16,083	0·1	886	0·1

Arriving aircraft

During the same quarter 1,477 aircraft were monitored by radar during their final approach to the runway to check whether they came below the correct approach angle of 3 degrees; only 0.2 per cent did. Comparable figures for previous years are as follows:

Year	Approaching Aircraft Monitored	Percentagee Infringements
Second quarter 1962	1,709	2·4
1963	1,524	0·5
1964	1,536	0·4
1965	1,615	0·3
1966	1,901	0·7
1967	1,477	0·2

Note:

Variations in the level of infringements are not a guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were, in fact, noisier or quieter than in previous years.

June 1967

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	126,101	61,130	2,709,654	2,631,107	78,547	44,824·9	3,138·0
	1966	113,450	63,232	2,722,295	2,636,247	86,048	66,469·3	4,696·0
London Area aerodromes	1967	34,811	26,222	1,534,679	1,510,965	23,714	22,037·7	2,209·7
	1966	32,796	24,660	1,486,668	1,464,985	21,683	25,195·7	2,160·9
*London (Heathrow)		23,068	21,540	1,276,232	1,253,486	22,746	20,496·7	2,154·9
*London (Gatwick)		8,175	4,644	257,731	256,763	968	1,507·2	54·8
*Stansted		3,251	29	631	631	—	33·8	—
Westland Heliport, London		317	9	85	85	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		1,770	366	11,419	9,598	1,821	40·0	8·1
*Belfast (Aldergrove)		2,605	2,228	89,900	89,672	228	1,555·1	237·4
Benbecula		137	102	2,951	1,348	1,603	15·1	2·7
*Birmingham		5,194	1,630	64,139	62,428	1,711	357·4	—
*Blackpool		4,998	1,083	31,398	30,695	703	74·2	—
*Bournemouth (Hurn)		3,628	81	1,586	1,573	13	0·5	—
*Bristol (Lulsgate)		4,582	1,096	22,894	16,543	6,351	168·8	—
Brough		1,577	86	2,008	2,008	—	2·7	—
*Cambridge		5,353	84	1,440	1,166	274	85·7	—
*Coventry		2,626	64	1,438	1,328	110	4·6	—
*East Midlands (Castle Donington)		2,921	786	24,959	24,817	142	107·1	—
*Edinburgh (Turnhouse)		5,722	1,107	60,421	59,461	960	219·3	100·2
*Glamorgan (Rhoose)		2,665	753	15,228	13,794	1,434	39·0	—
*Glasgow (Abbotsinch)		4,003	3,369	151,618	149,736	1,882	1,014·2	170·3
Hawarden		494	242	1,286	931	355	13·2	—
Inverness (Dalcross)		422	200	5,945	4,526	1,419	17·9	8·0
Islay (Port Ellen)		91	78	1,676	1,657	19	11·9	3·7
*Isle of Man (Ronaldsway) (3)		2,529	2,044	69,619	68,606	1,013	347·0	19·7
Kirkwall		260	241	6,144	5,480	664	50·2	17·9
*Leeds/Bradford		4,893	1,202	39,936	38,300	1,636	175·1	—
*Liverpool		4,238	1,767	53,463	51,269	2,194	1,122·4	69·9
*Luton		4,533	1,034	63,151	62,151	1,000	134·3	—
*Lydd		2,256	2,180	13,699	13,699	—	6,442·8	—
*Manchester		5,607	3,955	172,702	166,103	6,599	2,391·9	245·5
*Newcastle (Woolsington)		2,295	845	39,253	38,686	567	155·4	—
Penzance Heliport		378	359	6,856	6,856	—	5·6	1·6
*Portsmouth		1,156	360	10,277	10,277	—	0·9	—
*Prestwick		1,960	1,109	46,612	29,386	17,226	839·5	17·7
Scilly Isles (St. Mary's)		389	359	6,856	6,856	—	5·6	1·6
*Southampton		2,285	1,667	36,996	36,240	756	1,730·0	—
*Southend		4,487	3,521	101,315	101,315	—	5,535·6	—
Stornoway		256	98	3,331	3,115	216	10·2	5·4
Sumburgh		144	86	2,868	2,867	1	19·4	10·9
Swansea		2,138	163	1,714	1,415	299	—	—
Tees-side (Middleton)		2,281	185	3,454	3,115	339	88·8	—
Tiree		162	150	754	519	235	0·8	0·5
Wick		255	228	5,669	2,606	3,063	5·0	7·2
Channel Islands aerodromes (4)	1967	..	6,546	225,662	213,071	12,591	1,695·4	..
	1966	..	6,527	237,533	226,510	11,023	2,693·3	..
Alderney		..	338	3,614	3,614	—	9·3	..
Guernsey		..	2,072	62,441	55,616	6,825	559·8	..
Jersey		..	4,136	159,607	153,841	5,766	1,126·3	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 13, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 35: *Hopping Along*	Br/E 32697	9	October 13	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 67-81	Br/E 32319	8	October 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-82	Br/E 32320	7	October 13	" "	" "
Movietone News 2000	Br/E 32453	7	October 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2000A	Br/E 32454	7	October 13	" "	" "
FOREIGN					
The Happening	F 32693	91	October 9	Columbia Pictures Corp. Ltd.	Horizon-American Pictures Inc.
The Day the Fish Came Out	F 32694	109	October 9	Twentieth Century-Fox Film Co. Ltd.	Michael Cacoyannis Productions Ltd., Athens.
The Life of Mozart	F 32695	141	October 11	Connoisseur Films Ltd.	Fischer Film und Fernsehen Produktion, Marktschellenberg, Bavaria.
La Religieuse	F 32696	140	October 12	Gala Film Distributors Ltd.	Rome Paris Film (Productions Georges de Beauregard) et Societé Nouvelle de Cinema, Paris.

CORRECTIONS TO THE REGISTER:
In the list of films registered during the week ended Friday, October 6, 1967, Movietone News 1999 and 1999A should be shown as registered in the name of Twentieth Century-Fox Film Co. Ltd.
The registration particulars of the film 'For a Few Dollars More' (F 32663) registered on September 21, 1967, have been corrected to include the additional makers: Constantin Film, Munich and Arturo Gonzalez, Madrid.

Nationality of vessels in the sea-borne trade of the United Kingdom in 1966

THIS ARTICLE provides an analysis of the overseas trade of the United Kingdom carried by sea in 1966, according to the flag of carrying vessel.[1] It shows that the share of vessels registered in the United Kingdom was 37 per cent by tonnage, 40 per cent by ton-miles and 52 per cent by value. The corresponding proportions for 1965 were 44 per cent, 47 per cent and 57 per cent respectively. This substantial fall in the share of United Kingdom ships in 1966 was largely due to the six weeks' strike of British seamen in that year, as is shown by the quarterly figures which are discussed below.

Shares of trade are expressed in terms of weight, ton-miles and value, weight having been estimated where necessary from data expressed in terms of other units with the use of appropriate conversion factors.

Of the three measures available ton-mileage (weight of cargo x distance carried) is the most significant for shipping purposes; this is the first time that estimates of this kind have been made. None of these measures is ideal since no account is taken of the varying costs of handling or carrying different types of cargo.

Any measure of the share of United Kingdom *ships* is not the same as a measure of the share of the United Kingdom shipping *industry*, since the latter would include the contribution of foreign ships chartered by United Kingdom shipping companies, and exclude United Kingdom ships chartered to foreigners (the former being the more important). Moreover, about one-eighth of the ships on the United Kingdom register were owned in other Commonwealth countries (particularly the Bahamas and Bermuda). Further, to be of real value, an assessment of the industry's share of the carrying trade would need to take into account cargoes carried in the cross-trades as well as in voyages to and from the United Kingdom.

Summary figures

The principal figures are summarized in the table below, based mainly on Tables 1 and 6. The split between bulk and other dry cargoes broadly corresponds with the distinction between cargoes carried in tramps and bulk carriers and those carried in liners.

United Kingdom sea-borne trade in 1966

Proportion of cargoes carried by United Kingdom ships

	Imports						Exports					
	Tons weight		Ton-miles		Value		Tons weight		Ton-miles		Value	
	Total (Mn.)	UK flag %	Total (Th. mn.)	UK flag %	Total (£ mn.)	UK flag %	Total (Mn.)	UK flag %	Total (Th. mn.)	UK flag %	Total (£ mn.)	UK flag %
Bulk cargo	37·7	43 (46)	108·3	48 (51)	721	36 (39)	6·1	20 (29)	6·7	25 (35)	40	21 (28)
Other dry cargo	27·1	43 (49)	92·5	63 (67)	3,830	55 (60)	17·0	43 (51)	56·2	68 (73)	3,988	55 (62)
Total dry cargo	64·8	43 (47)	200·8	55 (58)	4,551	52 (57)	23·1	37 (44)	62·9	63 (69)	4,028	55 (61)
Tanker cargo	93·0	29 (38)	375·6	27 (35)	623	30 (40)	11·8	60 (66)	10·5	61 (71)	106	65 (69)
Total	157·8	35 (42)	576·4	37 (44)	5,174	49 (55)	34·9	45 (51)	73·4	63 (69)	4,134	55 (61)

Note: Percentage figures in brackets relate to the year 1965.

From a shipping angle, value is not a satisfactory guide to the relative flows of overseas trade. The value of sea-borne imports was only about a quarter greater than the corresponding value of exports but in terms of tons weight imports were four and a half times as large and in terms of ton-miles nearly eight times as large. In the case of dry cargoes alone, imports were a little under three times as great as exports measured in tons weight and a little over three times measured in ton-miles. As a consequence of this many ships leave the United Kingdom either in ballast – particularly tankers, tramps or dry cargo bulk carriers – or less than fully loaded.

While for the main classes of trade in 1965 the United Kingdom share in terms of weight did not vary widely, being somewhat less for tanker than for dry cargoes, it varied considerably by ton-mileage, being 61 per cent for dry cargoes and 36 per cent for tanker cargoes. In 1966, largely as a result of the seamen's strike, the difference widened, the corresponding proportions being 57 and 28 per cent respectively.

Quarterly figures

HM Customs have made a separate analysis for each quarter of 1965 and 1966 and quarterly totals are available. The shares of United Kingdom vessels in each of the quarters are shown in the following table:

United Kingdom Trade by Sea

Proportion carried by UK vessels: quarterly variations

	Dry cargo		Tanker		Total	
	1966	1965	1966	1965	1966	1965
IMPORTS						
1st quarter	48	47	34	37	40	41
2nd quarter	39	47	23	37	29	42
3rd quarter	41	48	28	42	34	45
4th quarter	44	47	32	37	37	42
Year	43	47	29	38	35	42
EXPORTS						
1st quarter	39	44	60	66	47	51
2nd quarter	35	44	66	66	45	51
3rd quarter	34	44	57	61	41	50
4th quarter	40	45	58	70	46	53
Year	37	44	60	66	45	51

The drop in the United Kingdom proportion in 1966 was in part due to the British seamen's strike, which lasted from May 16 to July 1, and – since its effects were felt for some time afterwards – affected the figures, especially for exports, both for the second quarter and subsequently. Both for dry and tanker cargoes, and both for imports and exports, the proportions recorded in the fourth quarter of 1966 were still significantly lower than for 1965.

Broad area pattern

Shares of trade with the main balance of payments areas, analysed by broad commodity groups, are shown in Tables 2 and 3. The pattern in 1966 was broadly the same as in 1965, although the United Kingdom share was somewhat lower because of the seamen's strike. The general comments made in the previous article apply also to the trade for 1966; in particular, it was still true that, for dry cargoes, the United Kingdom share tends to depend more on the route than on the type of cargo carried.

[1] A previous article relating to the year 1965 was included in the *Board of Trade Journal* of December 30, 1966.

Detailed analysis by route

Tables 4 and 5 give the details of the tonnages moving to and from each of the principal countries of consignment with the proportion carried under the United Kingdom flag. As the whole of the petroleum exported from Iraq to this country and part of that exported from Saudi Arabia is sent by pipeline to the Mediterranean these two countries are shown under the short sea as well as the deep sea groups of countries.

The summarized figures for the deep sea and short sea routes are shown below.

The table shows that, both for 1966 and 1965, the United Kingdom share of dry cargo trade was very much higher on the deep sea routes than on the short sea ones. The reverse is the case for tanker imports – the United Kingdom share of these is much greater on the short sea routes. United Kingdom ships also carry a large proportion of tanker exports, which are almost entirely restricted to the short sea routes and are generally carried in smaller vessels than crude petroleum imports.

Weight of sea-borne cargoes in 1966

Share of United Kingdom ships

	Imports			Exports		
	Dry Cargo	Tanker	Total	Dry Cargo	Tanker	Totsl
Deep Sea						
Total: mn. tons	32·8	51·1	83·9	8·1	0·8	8·9
UK flag %	57 (62)	22 (28)	36 (42)	68 (72)	49 (72)	66 (72)
Total: th. mn. ton-miles	166·7	280·3	447·1	49·6	3·3	52·9
UK flag %	60 (63)	22 (28)	36 (42)	75 (78)	53 (75)	74 (78)
Short Sea						
Total: mn. tons	32·0	41·9	73·9	15·0	11·0	26·0
UK flag %	29 (32)	38 (52)	34 (42)	21 (29)	61 (66)	38 (44)
Total: th. mn. ton-miles	34·1	95·2	129·3	13·3	7·2	20·6
UK flag %	30 (32)	43 (57)	40 (50)	19 (27)	65 (69)	35 (42)

Note: Percentage figures in brackets relate to the year 1965.

Ton-miles and average length of haul

Details of ton-miles and average length of haul are given in Tables 6 and 7, and summarized below:

The tonnage carried on the deep sea routes was slightly smaller than on the short sea routes, but the ton-mileage was well over three times as large.

The average length of haul for United Kingdom vessels carrying dry cargoes was greater than for vessels of all flags, since, as has already been mentioned, United Kingdom dry cargo vessels are predominantly in the deep sea trades, whereas dry cargo vessels of other flags are largely engaged on the short sea routes. For tankers the situation is reversed, and the average length of haul for United Kingdom tankers was less than for vessels of other flags, though by a smaller margin.

Table 7 shows that, both for dry and tanker cargoes, the average length of haul for exports was considerably shorter than for imports; though in the deep sea dry cargo trades export voyages were somewhat longer.

United Kingdom sea-borne trade

Proportion carried by other than British ships

The proportion by weight and value of United Kingdom sea-borne trade in 1966 carried under each of the principal flags are shown in Table 8, in which countries are arranged in order of their

United Kingdom sea-borne trade in 1966 (1)

Proportions in short sea and deep sea trades and average length of haul

	Dry Cargo			Tanker			Total		
	Short Sea	Deep Sea	Total	Short Sea	Deep Sea	Total	Short Sea	Deep Sea	Total
Tons (Mn.)	47	41	88	53	52	105	100	93	193
Percentages	53	47	100	51	49	100	52	48	100
Ton-miles (Th. mn.)	47	216	264	102	284	386	150	500	650
Percentages	18	82	100	27	73	100	23	77	100
Average length of haul (nautical miles)									
All vessels	1,010	5,290	3,000	1,930	5,470	3,680	1,500	5,390	3,370
UK vessels	1,030	5,680	4,100	2,000	5,480	3,180	1·660	5,610	3,650

(1) Imports plus exports.

(*Continued on next page*)

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

RH
ESTABLISHED
1860

share in the total tonnage of United Kingdom imports and exports respectively. The main figures extracted from this table are set out below:

Percentages of total sea-borne cargoes carried in 1966

Flag	Imports				Exports			
	Weight		Value		Weight		Value	
	1966	1965	1966	1965	1966	1965	1966	1965
United Kingdom	35.0	42.3	49.0	54.5	45.1	51.1	54.8	61.4
Norwegian	16.3	14.7	7.2	6.9	12.1	9.7	5.4	4.6
Liberian	13.4	10.1	3.2	2.6	1.6	1.5	0.4	0.3
Dutch	6.3	6.0	8.8	8.1	11.5	11.5	9.2	8.4
West German	4.9	3.7	6.1	4.8	8.8	7.7	6.3	5.0

The five flags shown covered three-quarters of the weight of both imports and exports in 1966 and 1965. While in terms of weight the Dutch flag ranked only third among foreign flags, in terms of value of cargo carried it ranked first.

More detailed information

Information in greater detail about individual commodities and countries may be obtained when circumstances allow from The Controller, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex, on payment of a fee to cover the cost of preparing the information.

Getting away from it all for a few weeks is Sir Neil Pritchard, KCMG, HM Ambassador Designate to Thailand. Accompanied by Lady Pritchard, he sailed from Southampton via the Cape, on board the Ben Line's high-speed, cargo-passenger liner 'Benloyal', commanded by Captain J. C. Allan. The 'Benloyal' (10,926 tons d.w.) was the ship with which the Ben Line introduced 20-knot vessels into the Far East trade in 1959. Her accommodation is fully air-conditioned. The picture shows Captain Allan on the bridge with his distinguished passengers shortly before putting the engines on 'stand-by'.

The best way to these EXPORT MARKETS

is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having 250 offices in the territories, shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

237 AUSTRIAN STAMPS FREE

Offer open for four weeks: 237 of the finest Austrian stamps, special issues and higher post-war values supplied free of charge to any reader purchasing the bumper packet of 3,150 magnificent collector's stamps and pictorial issues, all different (value over 450 Marks in the Michel catalogue) at the bargain price of only £4 sterling. Postal C.O.D., full right to exchange, no risk. All clients enthusiastic! Send card now for 'Luxuspaket Nr. 92', only obtainable from:

Markenkönig, Brändströmgasse 4, Mozartstadt Salzburg, Austria.

Table 1 – United Kingdom trade by sea in 1966

Proportion of cargoes carried by UK registered vessels

	Weight			Ton-miles			Value		
	1966		1965	1966		1965	1966		1965
	Total (Mn. tons)	UK flag %		Total (Th. mns.)	UK flag %		Total (£ Mn.)	UK flag %	
IMPORTS									
Dry cargo	64·8	43	47	200·8	55	58	4,551	52	57
Tanker cargo	93·0	29	38	375·6	27	35	623	30	40
Total	157·8	35	42	576·4	37	44	5,174	49	55
EXPORTS									
Dry cargo	23·1	37	44	62·9	63	69	4,028	55	61
Tanker cargo	11·8	60	66	10·5	61	71	106	65	69
Total	34·9	45	51	73·4	63	69	4,134	55	61
ALL TRADE (1)									
Dry cargo	87·9	42	47	263·7	57	61	8,579	53	59
Tanker cargo	104·8	33	41	386·1	28	36	729	35	44
Total	192·7	37	44	649·8	40	47	9,308	52	57

(1) Excluding re-exports.

Table 2 – United Kingdom imports by sea in 1966

Balance of Payments Areas

Weight (Thousand tons)

	Year 1966												Year 1965	
	Sterling		North America		Western Europe		Latin America		Other Non-Sterling		All Areas		All Areas	
	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %
I. DRY CARGO														
Food, beverages and tobacco (1)														
Total	6,721	66	6,000	39	4,285	29	1,261	57	911	37	19,177	47	19,816	53
Bulk cargo (2)	2,525	57	4,957	33	1,720	35	828	48	157	21	10,188	40	10,589	47
Other dry cargo	4,196	72	1,043	67	2,565	25	433	73	754	40	8,989	55	9,227	60
Basic materials and dry cargo fuels (3)														
Total	4,109	62	5,207	57	13,457	28	2,574	33	9,424	54	34,770	44	38,965	47
Bulk cargo (4)	1,238	62	4,072	58	11,178	29	2,153	31	8,587	56	27,228	44	31,296	46
Other dry cargo	2,871	61	1,135	51	2,279	22	421	43	837	37	7,542	44	7,669	49
Manufactures, etc. (5)														
Total	1,380	68	2,552	43	5,623	21	115	82	1,163	24	10,834	33	10,932	39
Bulk cargo (6)	126	88	—	81	120	20	—	—	3	86	250	55	960	46
Other dry cargo	1,254	66	2,552	43	5,503	21	115	82	1,160	24	10,584	33	9,972	39
All dry cargo														
Total	12,210	65	13,758	46	23,365	27	3,950	42	11,498	50	64,781	43	69,712	47
Bulk cargo	3,889	60	9,030	44	13,018	30	2,981	36	8,748	55	37,666	43	42,845	46
Other dry cargo	8,321	67	4,728	50	10,347	22	969	61	2,750	32	27,115	43	26,867	49
II. TANKER CARGO														
Total	41,395	26	582	7	15,193	24	9,730	22	26,112	41	93,013	29	87,089	38
III. ALL CARGO														
Total	53,605	35	14,340	45	38,558	25	13,680	28	37,610	44	157,794	35	156,801	42

(1) SITC Sections 0 and 1.
(2) Cereals, unmilled, and raw sugar.
(3) SITC Sections 2-4.
(4) Wood, lumber and cork; pulp and waste paper; iron and manganese ores and concentrates; crude or simply prepared fertilizers; esparto grass.
(5) SITC Sections 5-9, excluding parcel post.
(6) Cement.

Table 3 – United Kingdom exports by sea in 1966

Balance of Payments Areas

Weight (Thousand tons)

	Year 1966												Year 1965	
	Sterling		North America		Western Europe		Latin America		Other Non-Sterling		All Areas		All Areas	
	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %	Total	UK flag %
I. DRY CARGO														
Food, beverages and tobacco (1)														
Total	448	71	242	44	1,694	10	25	73	193	25	2,602	26	1,683	42
Basic materials and dry cargo fuels (2)														
Total	829	74	284	29	6,882	16	36	38	165	37	8,196	23	9,089	30
Bulk cargo (3)	414	77	169	22	5,181	15	20	20	64	22	5,848	19	6,670	28
Other dry cargo	415	71	115	38	1,701	20	16	59	101	47	2,348	31	2,419	35
Manufactures, etc. (4)														
Total	4,263	76	1,721	39	4,328	25	599	69	1,374	47	12,285	49	12,770	55
Bulk cargo (5)	193	45	21	38	17	15	5	70	9	77	246	44	275	53
Other dry cargo	4,070	77	1,700	39	4,311	25	594	69	1,365	47	12,039	49	12,495	55
All dry cargo														
Total	5,540	75	2,247	38	12,904	18	660	68	1,731	44	23,082	37	23,543	44
Bulk cargo	607	67	190	24	5,198	15	25	31	73	29	6,094	20	6,945	29
Other dry cargo	4,933	76	2,057	40	7,706	21	635	69	1,658	45	16,988	43	16,598	51
II. TANKER CARGO														
Total	1,029	65	498	42	10,112	61	6	68	152	54	11,798	60	10,759	66
III. ALL CARGO														
Total	6,569	74	2,745	39	23,016	37	666	68	1,883	45	34,880	45	34,302	51

(1) SITC Sections 0 and 1.
(2) SITC Sections 2-4.
(3) Clay; coal, coke and briquettes.
(4) SITC Sections 5-9, excluding parcel post.
(5) Cement.

(Tables continued on next page)

Table 4 – United Kingdom imports by sea in 1966

Principal countries from which consigned
Proportion of weight of cargo carried by UK registered ships

Country or Area from which Consigned	Dry Cargo			Tanker			Total		
	1966		1965	1966		1965	1966		1965
	Total (Th. tons)	UK flag %		Total (Th. tons)	UK flag %		Total (Th. tons)	UK flag %	
NEAR AND SHORT SEA TRADES									
Grand Total	31,980	29	32	41,954	38	52	73,934	34	42
Irish Republic	1,085	57	72	104	89	56	1,189	60	69
European Economic Community									
Total	7,174	30	35	14,356	24	28	21,531	26	31
France	1,579	24	32	2,548	22	32	4,127	23	32
Belgium and Luxembourg	1,127	42	57	503	30	49	1,629	38	55
Netherlands	2,689	30	32	5,478	24	31	8,167	26	32
Western Germany	1,047	24	29	595	35	29	1,643	28	29
Italy	732	31	32	5,232	22	21	5,964	23	23
Scandinavia and Baltic									
Total	18,030	24	24	174	22	24	18,204	24	24
Denmark	963	16	17	79	25	—	1,042	17	15
Norway	2,620	21	26	30	40	87	2,650	21	27
Sweden	7,781	31	30	27	8	29	7,808	30	30
Finland	2,641	10	11	10	20	—	2,651	10	11
Iceland	103	2	2	—	—	—	103	2	2
USSR	2,941	30	19	27	7	—	2,968	30	19
Poland	635	15	20	—	100	—	635	15	20
Eastern Germany	347	7	11	—	—	—	347	7	11
Iberia and Mediterranean									
Total	5,690	37	48	27,320	46	62	33,010	44	59
Spain	1,278	38	51	286	11	25	1,564	33	46
Portugal	341	27	31	39	37	—	380	28	27
Austria	131	21	25	—	—	—	131	21	25
Switzerland	78	34	42	—	99	14	78	34	42
Greece	171	17	17	30	—	—	201	14	17
Turkey	108	37	47	210	9	18	318	18	24
Yugoslavia	78	22	29	124	47	27	203	37	28
Libya	2	22	14	10,030	40	60	10,032	40	60
Algeria	695	75	72	2,221	29	69	2,916	40	71
Morocco	1,150	33	43	—	—	100	1,150	33	43
Tunisia	333	62	71	—	—	—	333	62	68
Egypt	92	29	33	437	17	41	529	19	39
Israel	274	42	52	200	—	59	475	24	52
Iraq (1)	—	—	—	10,402	67	75	10,402	67	75
Saudi Arabia (1)	—	—	—	3,285	22	29	3,285	22	29
Other countries (2)	957	16	24	54	16	32	1,012	16	24
DEEP SEA TRADES									
Grand Total	32,801	57	62	51,059	22	28	83,860	36	42
Central and West Africa									
Total	5,262	76	83	7,077	19	25	12,339	43	51
Nigeria	828	84	82	7,060	19	25	7,888	26	32
Ghana	496	31	34	—	—	31	496	31	34
Gambia and Sierra Leone	426	64	96	—	—	—	426	64	96
Liberia	1,462	79	86	—	—	—	1,462	79	86
Other countries (3)	2,049	84	88	18	—	—	2,067	83	88
South and East Africa									
Total	2,709	67	72	266	32	41	2,975	64	69
Republic of South Africa	1,464	71	77	157	48	24	1,621	69	73
Kenya	84	95	94	51	22	51	135	67	71
Zambia, Malawi and Rhodesia	312	78	85	—	100	—	312	78	85
Mauritius and Seychelles	441	36	25	10	—	78	452	35	30
Other countries (4)	409	75	79	47	—	29	456	67	76
Persian Gulf and Indian Ocean									
Total	1,319	57	63	30,382	23	29	31,701	24	31
Aden and South Arabia Protectorate	7	85	89	1,192	51	64	1,199	51	65
Saudi Arabia and Yemen (5)	1	95	66	3,285	22	29	3,286	22	29
Iraq	6	43	41	—	—	—	6	43	41
Iran	45	54	62	4,656	27	38	4,701	27	38
India	820	49	58	189	46	82	1,009	49	60
Pakistan	228	56	62	59	23	100	287	49	65
Ceylon	119	99	98	—	100	—	119	99	98
Burma	88	73	67	—	—	—	88	73	67
Other countries (6)	4	24	72	21,091	20	25	21,005	20	25
Far East									
Total	1,089	79	81	130	36	13	1,218	74	74
Malaysia	383	98	99	130	36	17	513	82	82
Thailand	43	96	98	—	—	—	43	96	98
Philippines	97	65	63	—	—	100	97	65	63
Hong Kong	100	98	98	—	100	—	100	98	98
China	197	56	64	—	100	—	197	56	64
Japan	221	66	61	—	100	—	221	66	57
Other countries (7)	48	51	60	—	—	—	48	51	49
Australasia									
Total	3,370	71	73	10	100	96	3,380	71	74
Australia	2,310	66	69	10	100	96	2,320	66	70
New Zealand	725	99	99	—	—	—	725	99	99
British Islands in Pacific	335	45	48	—	—	—	335	45	48
North America									
Total	13,758	46	52	582	7	24	14,341	45	51
United States of America	5,699	38	42	582	7	24	6,281	35	41
Canada	8,060	52	57	1	89	2	8,060	52	57
Central and South America									
Total	3,874	42	42	9,433	20	23	13,307	26	28
Mexico	402	29	31	16	—	—	418	28	31
Panama	1	54	77	51	37	—	51	37	—

Table 4, *continued*

Country or Area from which Consigned	Dry Cargo			Tanker			Total		
	1966		1965	1966		1965	1966		1965
	Total (Th. tons)	UK flag %		Total (Th. tons)	UK flag %		Total (Th. tons)	UK flag %	
Colombia	39	34	74	1,149	21	30	1,188	21	31
Venezuela	1,312	4	12	8,035	19	21	9,348	17	20
Peru	39	95	77	138	64	79	177	71	78
Chile	172	86	87	—	—	—	172	86	87
Brazil	1,072	69	67	—	—	—	1,072	69	67
Argentine	715	60	58	44	100	—	759	62	55
Other countries (8)	122	75	83	—	100	—	122	75	83
West Indies									
Total	1,419	61	74	3,179	30	42	4,598	40	52
Trinidad	236	83	92	1,354	31	41	1,589	38	48
Jamaica	430	58	83	—	90	87	430	58	83
British Guiana	157	61	74	15	100	100	172	64	76
Other Commonwealth West Indies	369	63	68	25	1	100	394	59	68
Dutch West Indies	152	29	61	1,488	21	37	1,640	22	39
Cuba	66	63	32	298	74	71	363	72	61
Other countries (9)	10	1	8	—	—	100	10	1	37

(1) Tanker cargo assumed to be shipped from Eastern Mediterranean ports (see Note 5).
(2) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Syria, Lebanon.
(3) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Leopoldville), Rwanda, Burundi, Central African Republic, Chad, Spanish West Africa.
(4) Uganda, Basutoland, Bechuanaland Protectorate, Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion, Tanzania.
(5) Tanker cargo assumed to be shipped from the Persian Gulf (see Note 1).
(6) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(7) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, South and North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(8) Guatemala, Honduras, Nicaragua, Costa Rica, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(9) Hayti, Dominican Republic.

Table 5 – United Kingdom exports by sea in 1966

Principal countries to which consigned

Proportion of weight of cargo carried by UK registered ships

Country or Area to which Consigned	Dry Cargo			Tanker			Total		
	1966		1965	1966		1965	1966		1965
	Total (Th. tons)	U.K. flag %		Total (Th. tons)	U.K. flag %		Total (Th. tons)	U.K. flag %	
NEAR AND SHORT SEA TRADES									
Grand Total	14,985	21	29	11,022	61	66	26,007	38	44
Irish Republic	932	53	52	771	64	85	1,703	58	62
European Economic Community									
Total	6,506	21	32	2,198	45	46	8,703	27	36
France	1,339	19	21	81	49	13	1,420	21	20
Belgium and Luxembourg	735	42	51	338	32	67	1,073	39	56
Netherlands	1,329	30	44	1,358	47	39	2,687	39	42
Western Germany	1,970	14	21	404	45	59	2,374	20	33
Italy	1,133	13	29	16	97	55	1,149	14	30
Scandinavia and Baltic									
Total	4,801	13	19	7,744	65	73	12,544	45	50
Denmark	991	10	16	2,078	63	71	3,070	46	53
Norway	1,386	20	24	1,457	59	77	2,843	40	47
Sweden	1,399	13	18	3,972	68	73	5,371	54	57
Finland	543	10	15	165	76	77	708	26	23
Iceland	24	2	1	40	93	51	64	59	42
USSR	202	8	10	1	17	3	203	8	10
Poland	153	16	22	1	45	24	154	16	22
Eastern Germany	103	3	3	29	—	—	132	2	3
Iberia and Mediterranean									
Total	2,747	22	29	309	68	71	3,056	27	33
Spain	1,027	11	15	86	65	53	1,114	15	19
Portugal	379	24	36	37	68	45	415	28	37
Austria	84	30	33	—	71	78	84	30	33
Switzerland	266	28	29	55	30	96	321	28	34
Greece	145	22	34	23	95	91	167	32	47
Turkey	84	36	25	—	24	78	85	36	25
Yugoslavia	95	11	22	39	93	82	134	35	26
Libya	101	38	44	2	79	60	103	39	45
Algeria	29	26	22	2	100	100	31	32	28
Lebanon	53	49	67	4	51	97	57	49	71
Egypt	86	30	30	25	99	81	111	46	44
Israel	94	34	46	4	31	45	98	34	46
Other countries (1)	305	32	39	30	75	87	335	36	42
DEEP SEA TRADES									
Grand Total	8,097	68	72	775	49	72	8,872	66	72
Central and West Africa									
Total	676	70	71	19	81	49	695	70	69
Nigeria	348	78	80	8	86	62	356	78	79
Ghana	189	47	47	6	68	75	195	48	49
Gambia and Sierra Leone	64	82	81	2	78	91	66	82	81
Other Countries (2)	75	81	82	4	92	11	78	81	68
South and East Africa									
Total	972	84	89	65	84	96	1,037	84	89
Republic of South Africa	589	80	87	45	81	98	634	80	87
Kenya	124	99	97	11	100	100	135	99	97
Zambia, Malawi and Rhodesia	75	93	90	1	98	75	76	93	90
Other countries (3)	184	86	90	9	83	91	192	86	90
Persian Gulf and Indian Ocean									
Total	1,149	71	69	53	81	93	1,202	72	71
Aden and South Arabia Protectorates	34	99	97	4	100	99	37	99	97
Saudi Arabia and Yemen	44	75	75	7	86	100	51	77	77
Iraq	63	69	77	2	42	31	65	68	77
Iran	175	69	66	3	77	88	178	70	66

(*Tables continued on next page*)

Table 5, *continued*

Country or Area to which Consigned	Dry Cargo			Tanker			Total		
	1966		1965	1966		1965	1966		1965
	Total (Th. tons)	UK flag %		Total (Th. tons)	UK flag %		Total (Th. tons)	UK flag %	
India	299	48	51	14	72	91	313	49	54
Pakistan	157	71	66	6	83	73	162	71	66
Ceylon	216	96	91	—	100	100	216	96	91
Burma	21	69	79	4	95	59	25	73	79
Other countries (4)	139	77	78	14	86	96	153	77	81
Far East									
Total	987	84	85	73	35	64	1,060	81	84
Malaysia	379	95	97	45	12	100	424	86	97
Thailand	66	92	97	1	90	100	67	92	97
Philippines	57	90	90	1	91	98	58	90	90
Hong Kong	214	94	97	23	71	100	238	92	97
China	123	55	30	—	26	98	123	55	30
Japan	106	72	74	2	87	86	108	73	75
Other countries (5)	41	44	43	2	23	7	43	43	34
Australasia									
Total	1,048	94	95	22	75	76	1,070	94	94
Australia	632	95	97	12	88	77	643	95	97
New Zealand	397	94	92	10	60	73	408	94	91
British Islands in Pacific	19	85	81	—	97	90	19	85	81
North America									
Total	2,247	38	46	498	42	68	2,745	39	49
United States of America	1,647	32	42	337	29	1	1,984	31	42
Canada	600	57	56	161	68	72	761	59	60
Central and South America									
Total	634	70	77	6	69	73	640	69	77
Mexico	74	62	75	—	18	38	74	62	75
Venezeula	85	67	78	4	65	69	89	67	77
Peru	57	83	91	—	80	86	58	83	91
Chile	34	68	79	—	96	96	34	68	79
Brazil	82	69	67	—	39	24	82	69	67
Argentine	159	80	87	—	100	100	159	80	87
Other countries (6)	143	59	59	1	71	80	145	59	59
West Indies									
Total	385	62	59	39	38	66	424	60	61
Trinidad	97	67	65	2	67	58	100	67	63
Jamaica	84	74	75	1	73	93	84	74	75
British Guiana	45	44	43	1	43	40	47	44	43
Other Commonwealth Countries	113	65	66	1	70	76	114	65	66
Dutch West Indies	20	52	53	34	34	72	54	41	66
Other countries (7)	26	26	16	—	67	30	26	26	16

(1) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Morocco, Tunisia, Syria.
(2) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Liberia, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Leopoldville), Rwanda, Burundi, Central African Republic, Chad, Spanish West Africa.
(3) Tanzania, Uganda, Mauritius, Seychelles, Basutoland, Bechuanaland Protectorate, Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion.
(4) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(5) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, South and North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(6) Guatemala, Honduras, Nicaragua, Costa Rica, Panama, Colombia, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(7) Hayti, Dominican Republic, Cuba.

Table 6 – United Kingdom Trade by sea in 1966

Proportion of ton-miles (1) *by United Kingdom registered ships*

	Short Sea			Deep Sea			All Routes		
	1966		1965	1966		1965	1966		1965
	Total ton miles (Th. mn.)	UK flag %		Total ton miles (Th. mn.)	UK flag %		Total ton miles (Th. mn.)	UK flag %	
IMPORTS									
Bulk cargo	21·3	34	33	87·0	51	55	108·3	48	51
Other dry cargo	12·8	23	30	79·7	69	73	92·5	63	67
Total dry cargo	34·1	30	32	166·7	60	63	200·8	55	58
Tanker cargo	95·2	43	57	280·3	22	28	375·6	27	35
Total	129·3	40	50	447·1	36	42	576·4	37	44
EXPORTS									
Bulk cargoes	4·5	10	19	2·2	56	60	6·7	25	35
Other dry cargo	8·8	23	32	47·4	76	79	56·2	68	73
Total dry cargo	13·3	19	27	49·6	75	78	62·9	63	69
Tanker cargo	7·2	65	69	3·3	53	75	10·5	61	71
Total	20·6	35	42	52·9	74	78	73·4	63	69
ALL TRADE (2)									
Bulk cargo	25·8	30	31	89·2	51	56	115·0	46	50
Other dry cargo	21·6	23	31	127·1	72	75	148·7	65	69
Total dry cargo	47·4	27	31	216·3	63	67	263·7	57	61
Tanker cargo	102·4	45	58	283·7	22	29	386·1	28	36
Total	149·9	39	49	500·0	40	46	649·8	40	47

(1) Nautical (2) Excluding re-exports

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone; ARTHINGTON 2121 • TELEX 55103 • Grams; WHITELEY, POOL-IN-WHARFEDALE

Table 7 – United Kingdom trade by sea in 1966

Average length of haul (nautical miles)

	All Flags			U.K. Flag		
	Dry cargo	Tanker	Total	Dry cargo	Tanker	Total
IMPORTS						
Short sea	1,070	2,270	1,750	1,100	2,550	2,030
Deep sea	5,080	5,490	5,330	5,350	5,510	5,410
Total	3,100	4,040	3,650	3,940	3,770	3,860
EXPORTS						
Short sea	890	660	790	800	690	730
Deep sea	6,120	4,280	5,960	6,800	4,590	6,660
Total	2,730	890	2,110	4,620	900	2,930
ALL TRADE (1)						
Short sea	1,010	1,930	1,500	1,030*	2,000	1,660
Deep sea	5,290	5,470	5,390	5,680	5,480	5,610
Total	3,000	3,680	3,370	4,100	3,180	3,650

(1) Excluding re-exports

The managing director of Beanstalk Shelving Ltd., Chichester, Mr. David James (left), with his export manager and works director, standing by part of a large shipment of Beanstalk display equipment for Iceland. Many retailers in Reykjavik are following the world-wide trend to self service, and Beanstalk are helping to modernize retail shops in the capital.

Table 8 – United Kingdom trade by sea in 1965 and 1966

Proportion carried by principal flags

Percentages

Flag	Dry Cargo				Tanker				Total			
	1966		1965		1966		1965		1966		1965	
	Weight	Value	Weight	Value	Weight	Value	Weight	Value	Weight	Value	Weight	Value
IMPORTS												
United Kingdom	43·1	51·5	47·3	56·6	29·4	30·3	38·3	39·6	35·0	49·0	42·3	54·5
Norwegian	11·0	5·5	10·1	5·3	20·0	19·8	18·3	18·1	16·3	7·2	14·7	6·9
Liberian	4·0	1·1	3·9	1·0	19·9	18·0	15·1	13·9	13·4	3·2	10·1	2·6
Dutch	8·1	9·1	7·6	8·4	5·0	6·7	4·8	6·1	6·3	8·8	6·0	8·1
Swedish	7·0	4·0	7·4	3·7	3·5	3·3	3·4	3·2	4·9	3·9	5·2	3·7
West German	7·3	6·6	6·0	5·2	3·2	3·0	1·8	1·8	4·9	6·1	3·7	4·8
Danish	2·7	4·7	2·3	4·3	2·9	2·9	2·4	2·2	2·8	4·5	2·3	4·0
Greek	2·6	1·2	3·0	1·8	2·7	2·6	2·4	2·2	2·7	1·4	2·7	1·8
Italian	0·9	0·4	0·5	0·3	3·3	3·0	3·8	3·3	2·3	0·7	2·3	0·6
Panamanian	0·9	0·3	1·1	0·3	3·2	3·2	3·4	3·0	2·3	0·6	2·4	0·6
French	1·5	1·6	1·4	1·3	2·7	2·8	3·1	3·1	2·2	1·7	2·3	1·6
Finnish	2·3	1·6	2·0	1·4	0·4	0·4	0·1	0·1	1·2	1·5	0·9	1·2
Belgian	0·4	0·7	0·4	0·7	1·3	1·5	1·3	1·4	1·0	0·8	0·9	0·8
Japanese	0·1	0·4	0·2	0·5	1·5	1·4	0·3	0·4	1·0	0·5	0·2	0·5
Russian	2·2	1·7	1·9	1·5	0·1	0·2	0·1	0·1	0·9	1·5	0·9	1·4
Indian	0·4	0·8	0·4	0·9	0·2	0·2	0·1	0·1	0·3	0·7	0·2	0·8
United States	0·6	3·4	0·5	2·4	—	0·1	0·5	0·5	0·3	3·0	0·5	2·2
Spanish	0·6	0·6	0·5	0·6	—	—	—	—	0·2	0·5	0·2	0·5
Irish Republican	0·6	0·9	0·3	0·7	—	—	0·1	0·1	0·2	0·8	0·2	0·6
Polish	0·5	0·8	0·5	0·6	—	—	—	—	0·2	0·7	0·2	0·6
East German	0·3	0·3	0·3	0·3	0·1	0·1	0·1	0·1	0·2	0·3	0·2	0·3
Kuwaiti	—	—	—	—	0·3	0·2	0·4	0·4	0·2	—	0·2	—
Yugoslavian	0·3	0·2	0·3	0·2	0·1	0·1	0·1	0·1	0·2	0·2	0·2	0·2
Lebanese	0·3	0·1	0·4	0·1	—	—	—	—	0·1	0·1	0·2	0·1
South African	0·3	0·5	0·2	0·4	—	—	—	—	0·1	0·4	0·1	0·4
Swiss	0·4	0·2	0·2	0·1	—	—	—	—	0·2	0·2	0·1	0·1
Other	1·6	1·8	1·3	1·4	0·2	0·2	0·1	0·2	0·6	1·7	0·8	1·1
	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0
EXPORTS												
United Kingdom	37·3	54·6	44·3	61·2	60·4	64·6	66·1	68·6	45·1	54·8	51·1	61·4
Norwegian	7·4	5·1	6·9	4·4	21·3	16·1	15·8	11·9	12·1	5·4	9·7	4·6
Dutch	15·0	9·3	14·9	8·5	4·6	4·5	3·9	4·1	11·5	9·2	11·5	8·4
West German	12·7	6·4	10·2	5·0	1·1	2·0	2·0	2·7	8·8	6·3	7·7	5·0
Swedish	3·8	3·8	3·2	3·2	2·3	2·1	2·4	2·5	3·3	3·7	3·0	3·2
Danish	4·2	2·7	3·8	2·4	0·6	1·2	0·7	0·7	3·0	2·7	2·8	2·4
French	3·2	1·7	3·2	1·5	0·1	0·2	0·1	0·1	2·2	1·7	2·2	1·5
Liberian	1·3	0·3	1·4	0·3	2·1	1·4	1·6	1·0	1·6	0·4	1·5	0·3
Finnish	1·4	1·4	1·3	1·1	1·0	0·9	0·2	0·5	1·3	1·3	1·0	1·1
Greek	1·2	0·8	1·1	0·9	1·0	0·9	0·6	0·4	1·1	0·8	1·0	0·9
Irish Republican	1·3	1·0	1·5	1·0	0·7	0·9	0·1	0·4	1·1	1·0	1·1	1·0
Italian	1·3	0·2	0·1	0·1	0·8	0·5	0·2	0·2	1·1	0·2	0·2	0·1
Spanish	1·5	0·9	1·1	0·7	0·2	0·6	0·7	0·9	1·1	0·9	1·0	0·8
Panamanian	0·8	0·1	0·7	0·2	1·6	1·4	2·2	1·4	1·0	0·1	1·2	0·3
Russian	1·4	0·9	1·0	0·8	0·2	0·2	0·2	0·3	1·0	0·9	0·7	0·8
United States	1·0	2·9	0·6	1·7	0·2	0·2	2·1	2·6	0·8	2·9	1·1	1·7
Belgian	0·7	0·8	0·5	0·7	0·9	0·7	0·6	0·4	0·8	0·8	0·6	0·7
Indian	0·5	1·2	0·5	1·1	—	0·2	—	0·1	0·4	1·2	0·3	1·1
Polish	0·5	0·7	0·6	0·6	—	—	—	—	0·3	0·7	0·4	0·6
East German	0·3	0·5	0·2	0·3	0·3	0·2	—	—	0·3	0·5	0·1	0·3
Yugoslavian	0·4	0·4	0·3	0·4	—	0·2	—	0·1	0·3	0·4	0·2	0·3
South African	0·3	1·0	0·3	0·6	—	0·1	—	0·1	0·2	1·0	0·2	0·6
Japanese	0·2	0·4	0·2	0·5	0·2	0·2	0·1	0·3	0·2	0·4	0·2	0·5
Nigerian	0·2	0·3	0·2	0·2	—	0·1	—	0·1	0·2	0·3	0·2	0·2
Pakistani	0·2	0·3	0·2	0·3	—	—	—	—	0·1	0·3	0·1	0·3
Israeli	0·2	0·2	0·2	0·2	—	0·1	—	—	0·1	0·2	0·1	0·2
Other	1·7	2·1	1·5	1·1	0·4	0·5	0·4	0·6	1·0	1·9	0·8	1·7
	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0

(*Continued on next page*)

NOTES AND DEFINITIONS

Valuation

Imports are valued c.i.f., exports and re-exports f.o.b.

Weights

All weights are net tonnages, exclusive of the weight of containers, internal packing or other wrapping.

Where Customs declarations were made in units of quantity other than weight or in value only, the weight was estimated by using approximate conversion factors, fixed with the assistance of trade associations and some individual firms, whose help is gratefully acknowledged.

Coverage of the figures

The analysis of exports excludes re-exports. The latter are equivalent to less than 1 per cent by weight of the former.

The analysis was based on the overseas trade statistics, and covers the same field less certain excluded categories of trade, as follows:

	1966						1965					
	Imports		Exports		Total		Imports		Exports		Total	
	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)
Flag information not available (1)	72	184	40	284	113	468	65	170	48	254	112	423
Air transport	112	546	135	483	247	1,029	247	438	123(2)	370	224(2)	808
Irish Land Boundary	567	38	265	24	832	62	534	34	254	24	788	58
Total	751	767	440	791	1,192	1,559	700(2)	641	425(2)	649	1,125(2)	1,290
Newly built aircraft, ships, etc.	NA	13	NA	117	NA	129	NA	32	NA	79	NA	111
Grand Total		780		908		1,688		673		728		1,401

(1) Includes parcel post.
(2) Revised figures.

Coastal trade, and traffic to and from Northern Ireland, is excluded.

Use of provisional figures

The 1966 and 1965 figures correspond to those contained in the December 1966 and December 1965 issues respectively of the 'Overseas Trade Accounts of the United Kingdom'. It was not possible to take account of any corrections made later.

Ships registered in the United Kingdom

Ships owned by residents of any Commonwealth country may be registered in the United Kingdom, and in December 1966 12½ per cent of the tonnage on the register was owned in Commonwealth countries other than in the United Kingdom. The proportion was larger for tankers than for dry cargo vessels. Details are as follows:

	Ships of 500 gross tons and over	
Owned in	*Mn. gross tons*	*Percentage*
United Kingdom	18.0	87½
Bahamas and Bermuda	2.0	10
Other Commonwealth countries	0.5	2½
Total	20.5	100

Dry cargoes and tanker cargoes

The distinction between these categories is not exact. All crude petroleum, liquid petroleum products, molasses and whale oil were classed as tanker cargoes, and all other goods as dry cargoes.

Bulk cargoes and other dry cargoes

In Tables 2 and 3 only the main bulk cargoes are distinguished, and some of the 'other dry cargoes' would be carried in tramps or bulk carriers. This category, therefore, approximates only very roughly to liner cargoes. The distinction between bulk, tramp and liner cargoes cannot be made accurately from the trade accounts, since the same type of goods can be carried, for example, both by liners and tramps.

Short and deep sea routes

Short sea routes comprise those to European countries, and to other countries bordering the Mediterranean. Other routes are classed as deep sea routes.

Country of consignment

This is not necessarily the same as the country of loading or discharge, as, for example, in the case of landlocked countries such as Austria or Switzerland. Another important exception is represented by oil exports from Iraq and Saudi Arabia, the whole of the former and about half the latter being sent by pipeline to Mediterranean ports. (This exception is referred to in the text of the article.)

Balance of Payments areas

The areas used in Tables 2 and 3 are the Balance of Payments areas as defined in 'United Kingdom Balance of Payments, 1967'.

Previous analyses

United Kingdom trade statistics analysed by nationality of vessel were published for the years 1936, 1937, 1947, 1948 and 1949 as well as 1965. A similar analysis was made for 1938, but not previously published until 1966, when summary figures were included in the *Board of Trade Journal* for December 30, 1966. In all these cases, with the exception of 1965, quantities were shown only for a few selected commodities, and total trade was analysed only in terms of value.

Rounding of figures

Owing to rounding there may be minor differences between the sums of constituent items and the totals shown.

Symbols

NA means not available
– means nil or less than half the final digit shown.

ABSTRACT CALLIGRAPHIC RENDITION OF MT. FUJI

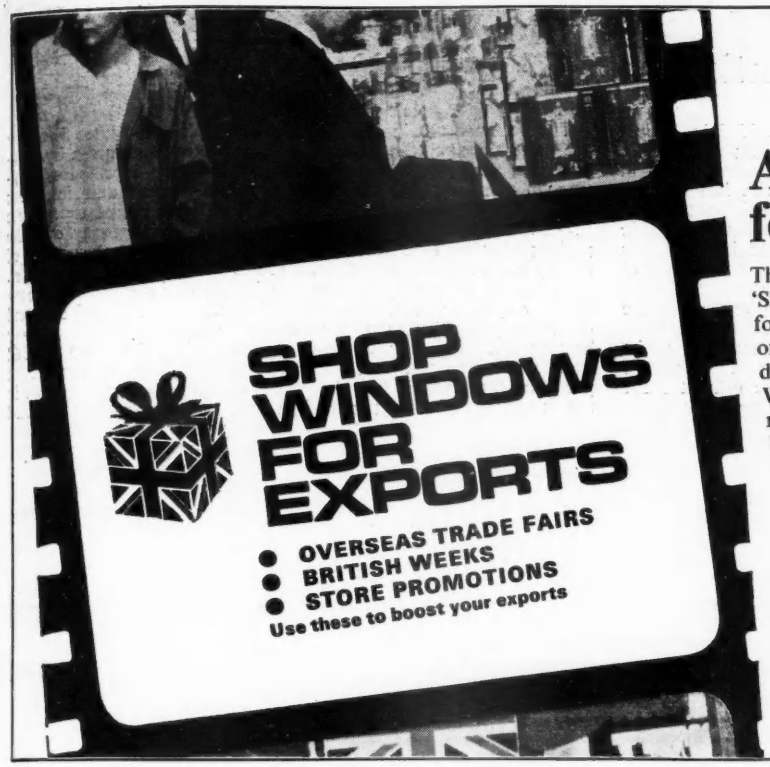
JAPAN
RIGHT HERE IN LONDON

No further than your telephone or letter box—just call or drop a note—and the information facilities and services that have made FUJI BANK Japan's largest commercial bank are yours.

211 OFFICES THROUGHOUT JAPAN

THE FUJI BANK LTD

London Office: Salisbury House, Finsbury Circus, London, E.C.2
Head Office: Tokyo, Japan.
Overseas Offices: New York, U.S.A., Dusseldorf, F.R. Germany
Representative: Calcutta, India



A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

KOBE

A great port
A great city
A great international bank

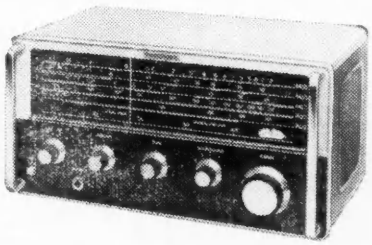
THE BANK OF KOBE, LTD.

Head Office: Kobe, Japan
156 Branches throughout Japan
Overseas Offices: New York , London

Eddystone

Eddystone EB36

Multi-band transistorized receiver



A new and exciting addition to the Eddystone range of transistorized receivers. Superlative reception in any part of the world of long, medium or shortwave programmes. Provision for use with an external amplifier, tape recorder or record-player, yet rugged and transportable. Fully tropicalized and powered by internally fitted U2 batteries or optional and interchangeable a.c power unit. Export list price **£45.**

Comprehensive information from your Eddystone distributor or:
Eddystone Radio Limited,
Eddystone Works, Alvechurch Road, Birmingham 31
Telephone: Priory 2231 Telex: 33708

LTD/ED44

Industry's investment intentions in 1967 and 1968

ACCORDING TO forecasts of capital expenditure provided in August and September, manufacturing industry was expecting to spend in 1967 on capital account about 6 per cent less by volume than in 1966; between 1967 and 1968, however, a small rise is indicated. For the distributive and service trades the forecasts indicate a fall of about 3 to 4 per cent between 1966 and 1967 followed by little change between 1967 and 1968, while the shipping industry was expecting a large increase this year with not much further change in 1968. In each of these sectors the latest forecasts show that there had been some improvement in plans and intentions since the inquiries carried out at the end of 1966 and in May 1967.

It is to be emphasized that, as past experience has shown, the interpretation of companies' forecasts is subject to some margin of uncertainty; this applies with especial force to the estimates for 1968 as discussed further below.

Expected expenditure in 1967

Manufacturers' forecasts of expected investment in 1967 provided in August/September 1966 had suggested a fall of 7 or 8 per cent in the volume of investment between 1966 and 1967, a decrease later modified to one of 10 per cent on the basis of the November/ December forecasts. At that time a much greater decrease was being forecast from the results of the GBI Industrial Trends Inquiries of October 1966 and February 1967. During this year, however, manufacturers' investment plans have been revised upwards. The results of the previous inquiry in May (*Board of Trade Journal* of June 23) had been taken to indicate a fall in the volume of manufacturing industry's investment between 1966 and 1967 of about 8 to 9 per cent. This, as was noted at the time, did not take account of changes subsequent to the inquiry date which might influence capital spending (for example, acceleration in the payment of investment grants, regional employment premiums). The forecasts recently provided suggest that there will be a smaller fall than indicated by the May inquiry and, taking into account the figures of actual expenditure in the first half of this year, the fall for the year as a whole now seems unlikely to exceed 6 per cent.

For the distributive and service trades, excluding shipping, the assessment which was made on the results of the May inquiry of a fall between 1966 and 1967 of slightly less than 10 per cent now seems to have been unduly pessimistic. It discounted, because of uncertainties in interpretation, strong indications of an apparent improvement in outlook between the November/December 1966 inquiry and the May 1967 inquiry. The forecasts now provided are high by comparison with those for earlier years and the outturn for the first half of 1967 is also comparatively high. Taking account of these aspects the fall in the volume of investment in these industries is now estimated to be only 3 to 4 per cent from its 1966 level.

For shipping firms, forecasting amounts to be charged to capital account in a given period sometimes present special difficulties because, for example, of uncertainty in the timing of large progress payments, and the aggregated forecasts have, on most past occasions, not proved a very good guide to out-turns. For 1967 the indications are of a very sharp upward movement in expenditure; and increased tanker building and developments in container shipping suggest that investment this year may be half as much again as in 1966.

Expected expenditure in 1968

Earlier forecasts of expected expenditure in 1968 obtained in the November/December 1966 and the May 1967 inquiries had provided no evidence of any further marked decline between 1967 and 1968. The latest forecasts indicate some improvement and suggest that private industry's investment in 1968 will be at least as great as in 1967.

The evidence obtained from previous inquiries indicates that there are great uncertainties in interpreting the forecasts given by companies in the August/September inquiry of their expected expenditure in the year ahead. Modifications to plans and intentions between the making of these forecasts and the actual expenditure depend very much on the development of the economy over the period; changes in demand, in company profits, in the supply of money and in business confidence are some of the important factors. Over the past years manufacturing industry's investment has been strongly cyclical; there were marked upturns in 1960 and 1964 and for these years the August/September forecasts were subsequently heavily revised upwards; there was a marked downturn in 1962 when the comparable forecast was revised downwards. The present phase of the cycle is less determinate than on some occasions in recent years. Investment in 1966, which at one stage was expected to fall after the large increase of 1964 and 1965, in the upshot was virtually unchanged while the fall between 1966 and 1967, now estimated at about 6 per cent, is somewhat smaller than was earlier estimated. At this time last year, in interpreting the forecasts for 1967, some adjustments were made to allow for the effect on investment of expected developments in the economic situation (*Board of Trade Journal* of October 28, 1967). It is difficult on this occasion to make any very precise allowances, as the possible range of adjustment, having regard to past experience, is large. At the moment, all that may be said is that manufacturers' present plans and intentions do point to the probability of some increase.

In the distributive and service industries and in shipping there are, on past experience, similar uncertainties and the forecasts recently given can be taken to indicate only that on present plans and intentions, the levels of investment reached in 1967 are likely to be broadly maintained in 1968.

Investment in individual industries

Within the overall movement of an expected fall of some 6 per cent between 1966 and 1967 for manufacturing industry, followed by a small increase into 1968, there are some divergent changes between different industries. A fall of 20-25 per cent between 1966 and 1967 for the chemical group of industries, and of much the same amount for the textile, leather and clothing industries between 1965 and 1967, were forecast last October and the present position seems to suggest comparatively little improvement. By contrast, the oil refining industry's investment in 1967 is likely to be about half as much again as in 1966. In other manufacturing industries, no very great change seems likely between 1966 and 1967, though in the metals and vehicles industries companies' forecasts are more promising than they had earlier seemed.

For 1968, some further, though small, fall is likely in the textiles, leather and clothing industries, and some fall in paper and publishing. In other industries the volume of investment in 1968 implied by present plans is little different from the 1967 level, though on average it is higher.

Between 1966 and 1967, the bulk of the expected fall of 6 per cent in the volume of manufacturing industry's investment is likely to be accounted for by new building work, with little change in expenditure on plant, machinery, and vehicles; and between 1967 and 1968, most of the gain implied by the forecasts will come from increased investment in plant and machinery.

The more promising features for the distributive and service industries reflect, in particular, increases in investment for leasing in computers and other capital equipment; higher investment by the construction industry; and by the retail trade, the latter especially arising from expected increases in capital expenditure on television sets by rental companies.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in August showed a decrease of 4 per cent on a year earlier, compared with decreases of 7 per cent and 6 per cent in July and June respectively.

The value of stocks at the end of August was 7 per cent lower than a year earlier.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1966 3rd quarter	111	— 2	161	+ 8
4th quarter	128	— 7	140	+18
1967 1st quarter	92	— 8	158	+ 8
2nd quarter	91	— 9	137	Nil
1966 August	104	+ 3	159	+ 3
September	149	— 6	161	+ 8
October	144	— 3	150	+11
November	133	— 6	149	+14
December	107	—14	140	+18
1967 January	67	— 6	143	+15
February	89	— 3	154	+ 9
March	120	—13	158	+ 8
April	95	— 8	150	+ 7
May	89	—13	151	+ 5
June	88	— 6	137	Nil
July	73	— 7	142	— 4
August	100	— 4	148	— 7

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	August 1967	January 1 to August 31	August 1967
	%	%	%
Women's knitted outerwear, blouses and skirts	+ 2	—11	— 9
Women's coats, costumes, furs and raincoats	— 9	—16	—30
Women's underwear	—27	—14	—20
Women's hose and children's socks	+ 8	+ 4	+23
Women's millinery	—10	—10	—11
Haberdashery, ribbons and wool	—10	— 9	—20
Children's wear	+ 2	— 9	— 4
Men's and boys' shirts, pyjamas and outfitting	— 9	—10	—15
Gloves	—21	—24	— 9
Piece-goods and nets	— 2	— 6	—13
Household textiles	— 5	— 9	—22
Floor-coverings, furniture and hardwear	— 3	— 5	—12
Grand total (a)	— 4	— 8	— 7

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Cinema statistics 1966 (1)

THERE WERE 1,847 cinemas in Great Britain open at December 31, 1966 (excluding 26 cinemas temporarily closed at that date), 6 per cent fewer than at the end of 1965.

The total number of admissions to these cinemas in 1966 was 289 million, 12 per cent lower than in 1965, and gross box office takings at £59.4 million fell by 4 per cent. Payments for film hire at £20.1 million showed a corresponding 4 per cent drop, and levy payments fell by 2 per cent to 4.5 million. The number of persons employed in cinemas and news theatres open at the end of 1966 (including administrative staff, but excluding persons employed in cafes, etc.) fell by 8 per cent to 34.8 thousand. About half of them worked part-time.

Table 1 shows that with the sharp decline in admissions the increasing trend in box office takings in 1964 and 1965 was reversed in 1966 despite an increase of 9 per cent in the average price of admission. The fall in the number of cinemas, admissions and gross takings was well above average among large cinemas with a seating capacity of over 2,000. Only in the range of 1,001 to 1,500 seats did gross takings rise slightly with the rise in the price of admissions relatively greater than the fall in the number of admissions (See Table 2.)

Tables of cinema statistics giving analyses of regions by seating capacity and of employment may be obtained on application to Mr. A. W. J. Rickard, Statistics Division, Board of Trade, Room 720, Sanctuary Building, 20 Great Smith Street, London, S.W.1.

Table 1. Summary figures 1961-1966

	1961	1962	1963	1964	1965	1966
Number of cinemas	2,711	2,421	2,181	2,057	1,971	1,847
Seating capacity, thousand	2,649	2,420	2,222	2,104	2,013	1,883
Admissions, millions (2)	449·1	395·0	357·2	342·8	326·6	288·8
Gross box office takings, £ million	59·8	56·9	55·1	57·5	61·7	59·4
Payments to British Film Fund, £ million	3·9	3·8	3·8	4·2	4·6	4·5
Payments for film hire, £ million	18·9	17·6	17·5	18·3	20·9	20·1
Average price of admission, pence	32·0	34·6	37·0	40·3	45·3	49·4
Number of persons employed (in the week ending December 4, 1966 (3):						
full-time (4)	24,968	23,167	21,459	20,157	18,609	17,135
part-time	23,206	21,374	19,845	18,864	19,137	17,631

Table 2. Number of cinemas, admissions and gross box office takings, by size of cinema, 1965 and 1966

Seating Capacity	No. of Cinemas		Admissions		Gross Takings	
	1965	1966	1965	1966	1965	1966
			Mn.		£m.	
Up to 500	370	342	22·7	19·8	3·5	3·4
501-1,000	714	668	78·8	69·3	13·1	12·6
1,001-1,500	507	480	101·6	91·8	19·1	19·2
1,501-2,000	274	263	80·5	72·5	16·6	15·9
Over 2,000	106	94	43·0	35·5	9·4	8·4
All cinemas	1,971	1,847	326·6	288·8	61·7	59·4

(1) Cinemas open at December 31, 1966, including News Cinemas but excluding cinemas temporarily closed.
(2) Including Sunday performances and children's matinees.
(3) Including directors engaged in administration. Excluding persons employed in cafes, etc.; maintenance staff who work at more than one cinema; working proprietors, active partners, members of their families who work in the business without receiving any fixed wage or salary.
(4) Employees normally working more than 30 hours a week.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **7s. 6d.** (*by post* 8*s.* 4*d.*). Annual Subscription **£5** including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Competitors take a back seat when the management takes DESIGN magazine

Modern managements concerned with the design and production of capital goods find many practical pointers in DESIGN magazine which, applied to their industry and their products, can help them ahead of the competition — both at home and abroad.

DESIGN is the only magazine to give independent and authoritative comment over the whole field of industrial design. 46/- for 12 issues could be the best investment you'll ever make!

☐ Please send me a specimen copy of DESIGN

☐ Accept my order for a subscription to DESIGN magazine commencing issue _____ and invoice at 46s for 12 issues (overseas 63s)

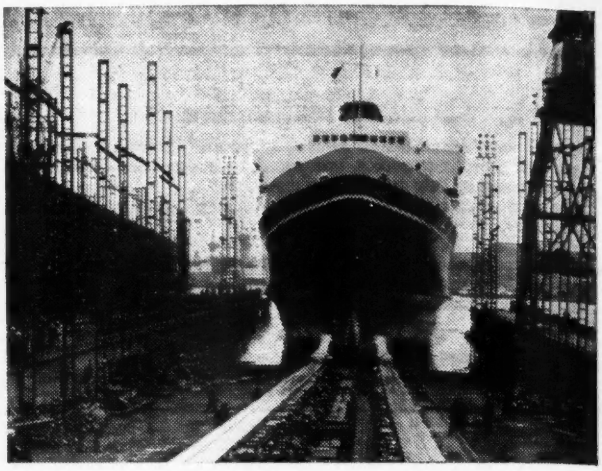
name _____

firm _____

address _____

_____

The Circulation Manager DESIGN Magazine Council of Industrial Design 28 Haymarket SW1



What is claimed to be the largest and fastest roll-on/roll-off ferry ever to be built for carrying commercial vehicles to the continent was launched at the Wallsend Shipyard of Swan Hunter (Shipbuilders) Ltd. on October 3. She is the 'Europic Ferry', built by Swan Hunters for the Transport Ferry Service of the Atlantic Navigation Co. The launching ceremony was performed by Mrs. Elliott, wife of Mr. H. W. Elliott, CBE, a director of Atlantic Steam. The new ship will operate an express service for road freight to Europe between Felixstowe and Europort where a new terminal is now being built for the Transport Ferry Service.

Index of Industrial Production, August 1967

THE INDEX of Industrial Production for August 1967, seasonally adjusted, is estimated provisionally at 133 (1958=100) compared with 134 for July. For manufacturing industry alone the figures were 134 and 136 respectively.

For the three months June to August 1967 it is provisionally estimated that production as a whole was 0.3 per cent higher than in the preceding three months, March to May 1967, and for manufacturing industries alone there was an increase of 0.8 per cent.

Detailed tables will appear in next week's issue of the *Journal*.

Purchase Tax on Drugs and Medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 5) Direction 1967 which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which is operative from October 13, 1967, is to make the following additions and extensions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1967.

The additions

To Head I of the Schedule

Solutions of 1-(3, 4, -dimethoxyphenyl)-1-dimethylamino-4-phenylbutane hydrochloride, prepared for veterinary purposes;

To Head II of the Schedule

Activated magnesium aluminium silicates mixed with neomycin sulphate;

Metoclopramide hydrochloride;

Thiothixene;

The extensions

In Head II the entry relating to 'Cetyldimethylbenzylammonium chloride . . .' is amended as follows:

'Cetyldimethylbenzylammonium chloride mixed with one of the following substances, that is to say, amethocaine hydrochloride or benzocaine;'

In Head II the entry relating to 'Dioctyl sodium sulphosuccinate . . .' is amended as follows:

'Dioctyl sodium sulphosuccinate, whether or not mixed with one of the following substances, that is to say, bisacodyl or danthron;'

In Head III the entry relating to '4,5-Dibromosalicylanilide mixed with . . .' isamended as follows:

'3,4',5-Tribromosalicylanilide, whether or not mixed with 4',5-dibromosalicylanilide, prepared for veterinary use;'

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this direction. Traders known to be concerned are being separately notified.

Our competitors keep the ice cream cold, the dinners hot, the hostesses pretty and the passengers entertained.

They also handle air freight.

NOW YOU KNOW why much of their loading equipment is built for baggage, not crates. Why travelers go through Customs before your goods do. Why a lost suitcase gets more attention than your cargo. We don't blame our competitors one bit. They know who butters their bread.

So do we.

Seaboard World is the only all-cargo airline flying back and forth across the Atlantic on regular schedules. With 13 services weekly between the U.K. and the U.S.A. With air freight and only air freight.

That's why our schedules operate for the convenience of freight, not passengers. Why we built a new 5 million dollar computerized terminal in New York. (It is the only one operating vertical stacking storage units, so we can lay our hands on your cargo with the push of a button.)

Seaboard World is growing twice as fast as the transatlantic air freight industry as a whole.

Try us and you'll know why.

Call or write us at Berkeley Square House, London, W.I.

Offices in Birmingham, Manchester, Belfast, Glasgow and Shannon, and in principal cities of Europe and U.S.A.

Everything except people across the Atlantic by jet.

SEABOARD WORLD AIRLINES

Exhibitions and Fairs

'Impressive British participation' at Basle Textile Machinery Exhibition

A report from the British Embassy, Berne

THE 5th International Exhibition of Textile Machinery (ITMA '67) was held in Basle from September 27 to October 6. It took place in the permanent buildings of the Swiss Industries Fair, supplemented by several structures which had been erected for the occasion. It covered over 14 acres of space and was the largest trade exhibition ever to have been held in Switzerland; some said that it was the largest specialized exhibition to have taken place anywhere in the world so far.

A total of 881 manufacturers of textile machinery and accessories displayed their products. Of the exhibitors, 306 were German, 169 Italian, 101 British, 99 Swiss, 79 French, 48 American and 30 Belgian. Twenty-nine more British exhibitors took part than at the fourth exhibition in the series, held at Hanover in 1963. Altogether, the British exhibitors occupied space covering an area which was 57 per cent greater than at Hanover. The number of visitors to the exhibition was over 110,000. Of these, the majority came from European countries, but they were accompanied by large contingents from the Far East (especially Japan), South America and North America. It is doubtful whether any important textile manufacturers stayed away.

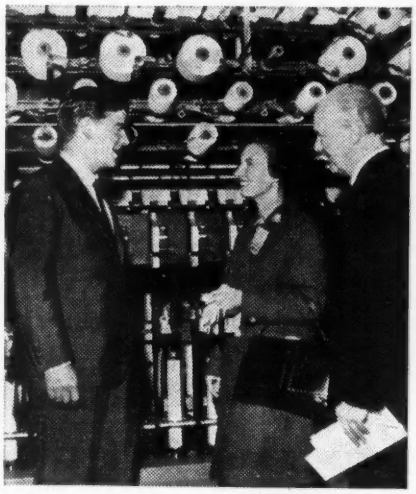
British participation was largely organized by the British Textile Machinery Organization (TREX), which enjoyed support from the Board of Trade under the latter's joint venture scheme. Together with its sister organizations in other countries, TREX had an office in the hallway leading to the largest group of exhibition halls.

Among the British exhibitors who had large stands were the Bentley Group of Leicester, James Mackie of Belfast, Mather and Platt of Manchester, Ernest Scragg of Macclesfield, Stone-Platt Industries of Oldham and Stibbe of Leicester. Most of these companies said that they had received at least as many orders and inquiries as they had expected; some said that they had received more. Much the same story was told by other British exhibitors. To the layman's eye, the machinery and equipment on display at most of the stands of British exhibitors was extremely impressive and did much credit to the country in which the earliest textile machinery was invented and developed. For the layman it was sobering to reflect that so much progress should have been made since the invention, less than 200 years ago, of devices like Kay's Flying Shuttle and Arkwright's Spinning Jenny. Modern textile machinery, especially the machinery used for making yarns, is as modern in appearance as the machinery to be found in industries which have only developed during the course of the past 50 years. British machines which attracted particular attention at the exhibition included the electronically regulated circular knitting machines of Stibbe and the somewhat similar machines of the Bentley Group.

The exhibition was superbly organized by the permanent staff of the Swiss Industries Fair, working in collaboration with the European Committee of Manufacturers of Textile Machinery. Although the demand for space was considerably greater than had been expected when Basle was chosen as the site for the exhibition, so that special buildings had to be erected, and although the problem of arranging for the installation of so much heavy equipment was enormously complex, there were no hitches. Nor were there many disappointed exhibitors. The main reason for this was that many orders by textile manufacturers had been held back until the time of the exhibition, so that there was a good deal of pent-up demand to be satisfied during the 10 days of its duration. The two main reasons why textile manufacturers are in the market for new machinery are that there is intense competition throughout the world among them and that the chemical industries are constantly producing new types of raw material.

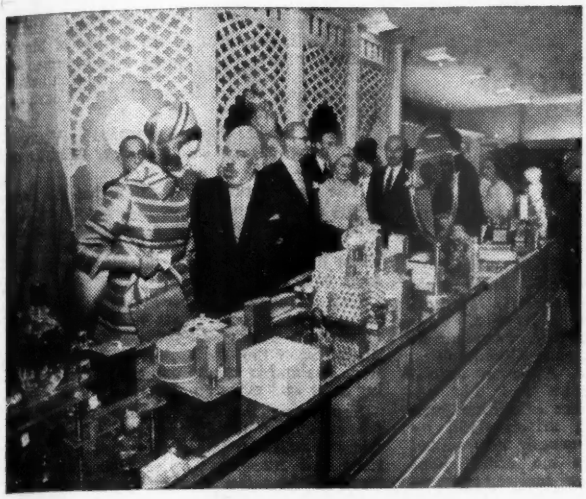
Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, visited the exhibition on September 28. Accompanied by Sir Robert Isaacson, the British Ambassador, she visited the stands of over 20 British companies. The representatives of many of these companies heard Mrs. Dunwoody speak about the exhibition, and about trade between Britain and Switzerland, at a lunch which was given in Basle on the same day by the Anglo-Swiss Chamber of Commerce. A report of Mrs. Dunwoody's speech appeared in the October 6 issue of the *Journal*.

Altogether, the exhibition was the most impressive specialized event which the writer of this article has visited during his three years in Switzerland; equally impressive was the extent and quality of British participation.

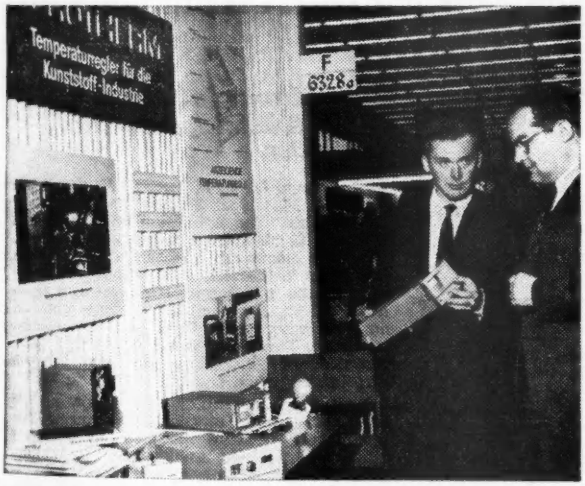


Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, sees British contributions to international exhibitions in Basle and Cologne. Left: at the International Textile Machinery Exhibition, Basle, Mrs. Dunwoody talks to one of the directors on the Scragg stand. On her left is Mr. A. Taylor, organizer of the British section of this huge exhibition. Right: Mrs. Dunwoody looks at the products on display on the stand of Ryvita Co. Ltd. at the International Exhibition of Fine Foods and Provisions (ANUGA), Cologne.

At the International Hotel and Restaurant Fair in Malmo the Swedish Minister for Trade and Commerce, Mr. Gunnar Lange (left) examines food preparation machinery by Crypto. With him is the company's export manager, Mr. J. Feder. Crypto is a company in the Metal Industries division of Thorn Electrical Industries.



HRH Princess Alexandra at the Neiman-Marcus store in Dallas on the occasion of British Fortnight there. Picture shows HRH with Mr. Stanley Marcus looking at the Floris display at the store. To the right of Mr. Marcus are Lord Mancroft, chairman of the United States Committee of BNEC, Lady Dean, wife of HM British Ambassador, and Mr. Gerald Simpson, British Consul-General.



The smallest stand in this year's huge European Plastics Fair, Kunststoffmesse, which took place in Düsseldorf from October 5-12, was occupied by the newly established German subsidiary of Eurotherm Ltd., of Worthing, Sussex. As these large international trade fairs are aways booked very far in advance, it proved impossible for the company to obtain stand space when the German company was set up in the spring to market the control equipment – of particular interest to the plastics industry – in Germany. However, the British Consulate staff in Düsseldorf, after meetings with the Fair authorities, managed to get the firm an area half a metre by two metres – or one square metre in size! On this small space between two of the big halls, the firm displayed its complete range of equipment, and Mr. B. M. Billingham (second from right in picture), now German manager of this British company, said that inquiries had been received from all over the world. Meanwhile, it is reported that orders for machinery and materials were flowing in to British exhibitors on the two joint venture groups sponsored by the Board of Trade and organized by the British Plastics Federation.

The International Building Exhibition Olympia London November 16-29 1967

Everyone involved in the building industry should make a point of visiting the 1967 International Building Exhibition.

There have been some interesting changes and the Exhibition is now larger and more comprehensive than ever before.

Different sections of the Exhibition give a complete survey of all aspects of modern building.

Special facilities are offered to visitors from overseas.

Componex 67

This year's major feature will be Componex 67. This will be a vast multi-deck building frame, displaying for the first time selected components, products, plant and services in a realistic on-site environment.

Component Technology will also be an important theme of the Exhibition Conference Programme.

Further information from:

The Building Exhibition Offices, Room 18,
11 Manchester Square,
LONDON W1. England.
Telephone: 01-486 1951.
Telex: 24591 (Montbuild Ldn.)

Cologne's ANUGA attracts a quarter of a million visitors

A report from the British Embassy, Bonn

IMMEDIATELY after the First World War, Cologne staged its first food fair. The present series of ANUGA Fairs, covering fine foods, provisions and beverages, commenced in 1951. These Fairs are held every two years. The first British joint venture took place in 1961, when 17 company groups occupied an area of about 400 square metres. In 1963, 600 square metres were needed, in 1965 the figure rose to 740 square metres, and this year about 80 British firms under the sponsorship of the British Food Export Council and the Board of Trade were represented on the 32 stands of the joint venture exhibit which occupied over 900 square metres. Fifteen of them were showing for the first time. More than 70 other British firms exhibited independently or through their Continental agents.

ANUGA was held this year from September 30 until October 8 when, for the first time, the new £5,000,000 Hall 13 was brought into use. Entry on the first five days was restricted to trade buyers, who paid nearly £1 to visit what is now probably the most important Food Fair in the world. The public, who were admitted on the last four days, cheerfully paid the equivalent of 7s. for the privilege of looking at and tasting the delicacies on offer from practically the whole world.

The exhibition catered for the entire food and beverage industry with its ancillary trades such as labelling and packaging, refrigeration, shop-fitting and automatic vending machines.

The official statistics were most impressive. In all there were 1,772 exhibitors and a further 1,375 represented firms from 59 countries, including 536 foreign exhibitors and 1,239 represented foreign firms. More than a quarter of a million persons from 74 different countries visited the Fair. This figure is 9 per cent higher than the 1965 attendance. Foreign visitors totalled 16,690, an increase of 23 per cent over 1965. The increase in visitors was particularly marked from North and South America, the Mediterranean countries and the Far East.

The largest foreign exhibits were from France, Italy, the United Kingdom, Holland, Spain and Belgium, but even such far-away places as Singapore, Brazil, Hong Kong, New Zealand and the Philippines felt that they could not afford not to be present.

On the evening prior to the official opening, Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, attended a successful Press reception which was held on the British exhibit. Both she and Mr. Rowan Hare, president of the Food Manufacturers' Federation, made short speeches in which they spoke of the impressive export figures of British food and drink to the Federal Republic of Germany and of the wide range of products which Britain had to offer.

The opening ceremony on September 30 was a very colourful occasion which was attended by Dr. Heinrich Luebke, President of the Federal Republic, Ministers of Agriculture and Ministers of State from eight countries, as well as Ambassadors, Ministers and heads of trade missions from 55 exhibiting countries; Dr. Jean Rey, President of the Commission of European Communities, was the guest of honour. After an official luncheon, President Luebke and his entourage made a tour of the exhibition halls and was received at the British stand by Mrs. Dunwoody. Mrs. Dunwoody also visited each of the 32 groups in the British joint venture who were showing regional cheeses like Stilton and Caerphilly, steak and kidney pies, sausage rolls, Yarmouth bloaters, smoked Scotch salmon, concentrated marmalade as well as many other products which have been successfully exported for many years.

On October 3, about 300 guests were invited to a trade reception. Mr. J. L. Taylor, Commercial Counsellor from the British Embassy, Bonn, spoke of the importance to the United Kingdom of foodstuffs exports and Mr. Morrison of the British Food Export Council dealt with the many interesting products which Great Britain had to offer both now and when membership of the Common Market was achieved.

However, the buyers responded well and some were still sitting on the stands talking business long after the reception had finished.

The British exhibit was designed by the Central Office of Information. Aerofoil shape fascias were employed which gave an air of lightness and spaciousness to all the stands. They compared very favourably with other national exhibits and attracted many complimentary remarks.

It is always difficult to assess the results achieved at a Fair of this magnitude (the gross area was over 150,000 square metres – the net rented stand area nearly 90,000 square metres) but British exhibitors stated that they were well satisfied with the results they had achieved. Firms who had come to Cologne for the first time found that ANUGA offered an unrivalled opportunity for studying Continental tastes in packaging and marketing methods. There were many success stories and one whisky firm booked orders in the magnitude of 600-800 cases and had to have additional supplies rushed out from the United Kingdom to deal with on the spot requirements. Cheese manufacturers found that they had made a great impression. One firm dealing with fish products claimed that they had met buyers from 25 different countries on their stand. Many products which had been hitherto little known in Germany attracted keen interest. The Wimpy bar was kept busily at work throughout the entire exhibition.

The true value of British participation will only emerge in the months to come. When inquiries received have been dealt with and fresh or repeat orders begin to flow in. The sustained efforts of the British Food Export Council at the ANUGA exhibitions should help to build up a sound position for the industry in German and other markets which could pay considerable dividends if Britain succeeds in her bid to enter the EEC.

The Motor Show

THIS year's London Motor Show will, 'without doubt, be one of the best', Sir George Harriman, CBE, president of the Society of Motor Manufacturers and Traders and chairman of British Motor Holdings, said in London before the opening of the Show at Earls Court, on October 18.

The Show was due to be opened by Viscount Watkinson of Woking, a former Minister of Transport.

The Show's organizers claim that the Earls Court Exhibition will be the setting for the biggest sales promotion event ever launched by car manufacturers. From 14 countries will come the latest products to enter into the car sales battle.

Car manufacturers are having to meet the various safety regulations being implemented in markets throughout the world. It is at the Motor Show that the visitor will be able to see what has and is being done to make his motoring safer and more comfortable.

Supporting the car manufacturers will be the stands of the accessory and component manufacturers, together with the makers of tyres and transport service equipment. Then there will be a display of motorized and trailer caravans incorporating the luxury of home with mobility.

Backing up the motor and caravan products will be stands representing the press, finance houses, hire purchase and motoring organizations, bringing the total number of exhibitors to nearly 500.

The Show runs until October 28.

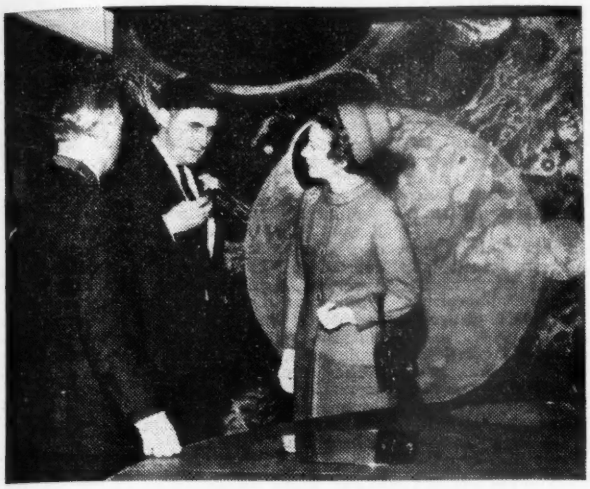
There will be 32 British makes of car on show, four makes of French, nine United States and Canadian, seven Italian, eight West German, two Swedish, one Israeli, three Japanese, one Dutch, one Czechoslovakian, one East German, one Russian, and two Australian.

Keen advance interest in Public Works & Municipal Services Exhibition

APPLICATIONS for stand space at the next Public Works & Municipal Services Exhibition total 381 to date. The exhibition will be held at Olympia, London, from November 11-16, 1968. Mr. John Hemming, managing director of the exhibition organizers, The Municipal Agency Ltd., reports '322 former exhibitors have again requested stand space, and 59 firms who had not previously participated have now applied for space. These figures are higher than those recorded at this stage on any previous occasion since the show's inception in 1919.'

Next year's exhibition will occupy all the halls and galleries of Olympia – over 450,000 square feet of stand space. Heavy plant on show will include earthmoving equipment, roadmaking machinery and mechanical handling equipment. Municipal vehicles will be exhibited together with traffic controls, road signs and street furniture. Other large scale exhibits will include water treatment and sewage plant. Amongst smaller site equipment there will be generators, diesel engines and ancillary items such as transmission units, brake and clutch linings, etc.

The audited turnstile figures for the 1966 show recorded 68,846 visitors. Many visitors also come as delegates to the Congress which is held concurrently with the exhibition and takes place simultaneously in three conference halls at Olympia. Papers on development and techniques in town planning, municipal affairs and public works are presented and discussed by experts in these subjects including members of the associations represented on the Congress Council. Nominees from 19 major associations and institutions will contribute papers next year.



Trophies for the best designed stands at the Business Efficiency Exhibition, Olympia, were awarded on October 4 by the the Countess of Dartmouth. The prizes went to Rank Xerox Limited (for stands over 1,000 sq. ft.), DU-AL Furniture Limited (for stands of 500 to 1,000 sq. ft.) and Expandex Limited (for stands under 500 sq. ft.). Picture shows Lady Dartmouth inspecting the Rank Xerox stand with Mr. Clement Shread, president of the Business Equipment Trade Association, organizers of the Business Efficiency Exhibition (left) and Mr. Gordon S. Cooper, general manager, United Kingdom Division, Rank Xerox.

Lord Clydesmuir visited the Scottish Samples Display at the offices of the British Trade Commission in Hong Kong which was arranged during the visit from September 25 to October 3 of the Scottish Trade Mission, of which he was the leader. Picture shows, left to right: Mr. B. Thorne, Acting Principal Trade Commissioner in Hong Kong; Mr. D. S. Reid of the Scottish Council for Development and Industry and manager of the Mission; and Lord Clydesmuir. The display was open during office hours, and all businessmen in Hong Kong were invited to see it.

Successful British participation at Brussels heating exhibition

A report from the British Embassy, Brussels

SEVEN British firms participated under the joint venture scheme in the Brussels Heating and Air Conditioning Exhibition which took place from September 16-24. This exhibition, the fourth of its kind to be held in Brussels, is fast becoming one of the most important heating exhibitions in Europe. When it was first held in 1963 only 67 firms participated. In 1964 this figure rose to 125, in 1965 to 162, and this year the number totalled 367 including exhibitors from 14 different countries. All of the four exhibition halls were fully occupied but Britain was the only country with a combined stand.

The British participation was organized by the Building Exhibition on behalf of the Building Materials Export Group. The stand, which dominated the Salle Einstein, was designed by the Central Office of Information and was generally thought to have been successful from both a utilitarian and an aesthetic view point.

The exhibition was officially opened by the Belgian Minister of Economic Affairs, M. Van Offelen. A press reception was held on the British stand on September 18 at which Lord Winterbottom, Parliamentary Secretary to the Ministry of Public Building and Works, and HE the British Ambassador, Sir Roderick Barclay, spoke.

Of the British firms participating, GT Hydraulics Ltd. reported that enormous interest had been shown in their central heating pump. This pump is designed to be the smallest and lightest available today, has a unique valve system and is very competitively priced in Europe. GT Hydraulics achieved excellent results – the initial order from Belgian manufacturers was doubled during the course of the exhibition.

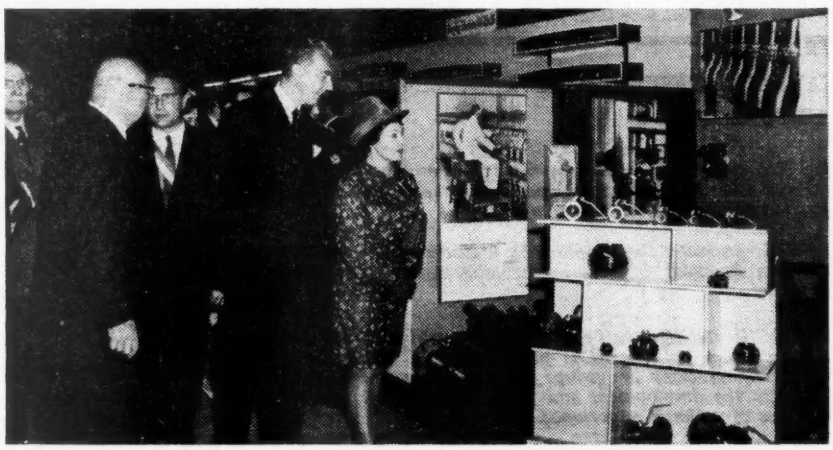
Airmaster Engineering Ltd., from Leeds, and Sound Attenuators Ltd., from Colchester, both exhibited for the first time at an overseas exhibition. Airmaster established contact with future agents who will handle Belgian distribution of their package dust extraction units. Sound Attenuators Ltd., acoustic specialists and makers of industrial ventilation silencers and volume regulators, were supporting their Belgian agents. Prices of this specialized equipment are competitive and as a result interesting and useful contacts were made.

One of Britain's largest manufacturers of heating and air conditioning equipment, Copperad Ltd., of Colnbrook, reported that the volume of visitors had not been outstanding by comparison with other exhibitions but the quality was of a very high standard.

Sterling Engineering Co. Ltd., of Dagenham, used this exhibition as a progressive link in their relationship with the company in Belgium who are representing them. The Belgian company manufactures gas and oil boilers and the intention is that sales of Sterling radiators, which have met with considerable success in Europe already, will be linked to the sales of the Belgian company's products.

Dunham-Bush Ltd. exhibited their air conditioning equipment in Brussels for the second time at this exhibition. They feel that their participation in this event gave them great scope for future expansion, and many interesting contacts were made.

Tyrad Electric Ltd. of London, specialists in electric central heating equipment, reported tremendous interest in their radiators, storage heaters and electric fires. Useful contacts were made and several inquiries from potential agents were received.



Equipment on show on the stand of the Worcester Valve Company attracts the attention of, left to right: Monsieur Gaston Lalitte, organizer of the French side of the exhibition; Dr. J. Tournier, Mayor of Dieppe; Monsieur Andre Bettancourt, French Minister of State, Foreign Affairs; and Mrs. Nora Potter, organizer of the British section, during their tour of the 3rd Franco/British Exhibition in Dieppe. A report of the exhibition was published in the October 6 issue of the Journal.

British stand gains first prize at Nairobi Show

A report from the British High Commission, Nairobi

OVER 92,000 people from Kenya and surrounding countries visited this year's Nairobi Show, which was organized by the Agricultural Society of Kenya and held from September 26 to 30 in the attractive setting of Jamhuri Park, the society's permanent showground, eight miles from the centre of Nairobi.

The Nairobi show is the most important agricultural and trade event on the Kenya calendar and this year President Hastings Banda of Malawi, accompanied by President Kenyatta, performed the opening ceremony. The two Presidents later toured the 30-acre trade area where 228 exhibitors displayed a wide range of locally manufactured and imported goods and machinery.

The products and machinery of several hundred British manufacturers were exhibited by their local distributors, but competitive lines from West Germany, Israel, Italy, Pakistan, India, Australia, Yugoslavia and Hong Kong were much in evidence.

Introduced into Kenya for the first time at the show, the Vauxhall Viva estate car and the David Brown 1200 Selectomatic tractor attracted a lot of attention and some useful orders were booked by the local agents. Orders valued at over £100,000 for British agricultural equipment and tractors were booked by the local distributors of four British manufacturers.

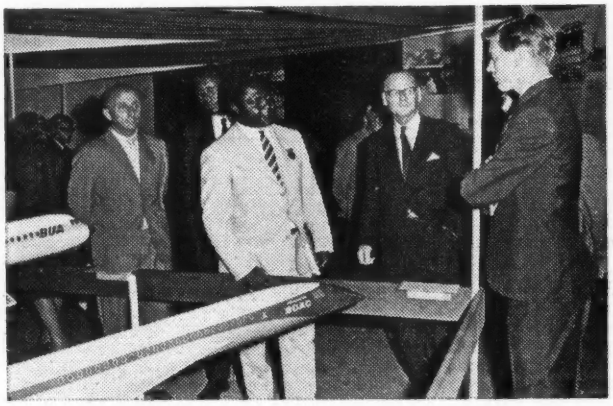
Two visitors from Britain who attended the show, Mr. A. D. Cummins, export director of Lineage Livestock Sales Ltd., and Mr. R. Pazzani of Butyl Products Ltd., also received numerous serious inquiries for British pedigree cattle and bulk storage equipment.

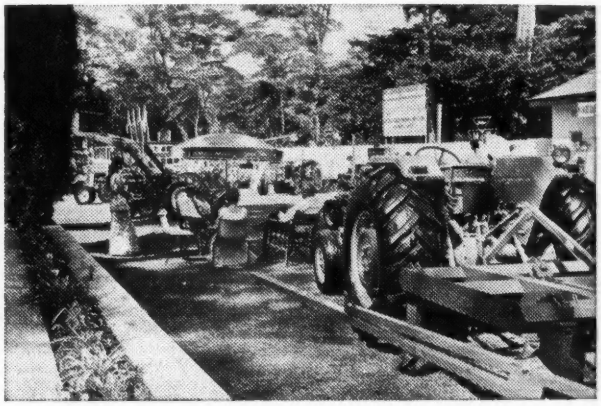
Sixteen foreign governments and trade delegations participated in this year's show and Hong Kong and Yugoslavia exhibited for the first time. In view of the rapidly growing reputation and importance of the Nairobi show it is expected that an even larger number of foreign governments will take part in 1968.

The prestige theme of the British stand was the part Britain has played and is still playing in developing 'communications' in all its forms throughout the world. The theme was developed through displays of scale and full-size working models of aero engines, telecommunications equipment, navigational aids, models of jet aircraft, hovercraft and railway engines and equipment, and by the largest and probably the most impressive exhibit in the whole show – a pyramid of British commercial and passenger vehicles based on a new 300 h.p. Scammell Super Constructor tractor and trailer. The Scammell, recently purchased in connection with the BP/Shell Petroleum Development Co., Kenya, Ltd., for use in connection with their oil drilling operations in the Northern Frontier district of Kenya, is the largest vehicle in operation in East Africa. The models and exhibits were supported by attractive photographic displays and films of hovercraft, shipbuilding, vertical take-off aircraft and automatic landings by the BEA Trident air liner.

The judges confirmed the high standard and popularity of this display by awarding the British stand, for the second successive year, first prize as the best foreign government stand at the show.

The Nairobi show was an undoubted success, both from the point of view of the exhibitors and record number of visitors, and plans are already in hand to extend the showground to make room for the many additional exhibitors expected from Kenya and overseas.





Left: The Hon. Tom Mboya, Kenya Minister of Economic Planning and Development, discussing the merits of the Concord air liner, a model of which was displayed on the British stand at the Nairobi Show, with the British High Commissioner Sir Edward Peck and Mr. John Beaven, First Secretary (Commercial). On the left is Mr. Feingold, chairman of the Kenya Farmers' Union. Right: Farm Machinery Distributors Ltd. displayed an impressive range of Massey-Ferguson tractors and agricultural equipment on their stand, which won first prize in the agricultural machinery section.

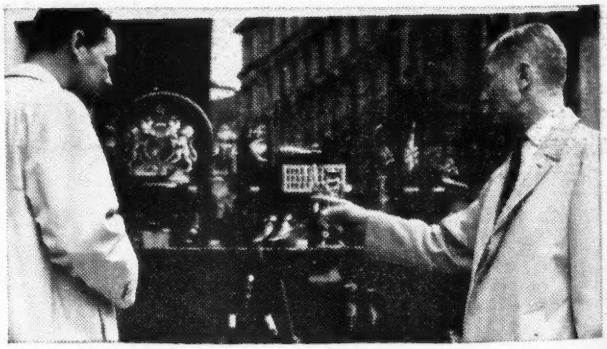
NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 001-828 3400.



Sixteen members of the British Menswear Guild, including the chairman and director, went to Vienna for the full-scale BMG promotion which began on October 10 and will finish on October 21. Thirteen shops in Vienna 'went British', most of them situated in or close to the famous 'Kärntnerstrasse', the select shopping area of Vienna. Picture shows, left, Mr. Robert Gamble, First Secretary, British Embassy, and right, Mr. H. C. Hainworth, HM Charge d'Affaires, British Embassy, looking at the fine display of Morlands in the window of the Bally shoe shop, which participated in the promotion.

Good business at FIRATO 1967

A report from the British Embassy, The Hague

THE 15th International Exhibition of Radio, Television and Electronic Equipment was held in the RAI building in Amsterdam from September 21 to October 1. The exhibition was the largest yet, covering approximately 27,000 sq. metres with 152 exhibitors. The first FIRATO held in 1950 covered some 450 sq. metres for 30 exhibitors. Products from 22 countries demonstrating the latest developments in hi-fi and hi-fi stereo apparatus, video recording apparatus for recording and reproducing TV pictures and sound and electronic and electro magnetic musical instruments were on display. In addition, FIRATO had a radio transmitter and a FM stereo transmitter which provided the exhibitors with a continuous programme of gramophone records. As this FIRATO coincided with the opening of a colour television service by Netherlands Television Foundation (NTS), regular demonstrations were given in the colour TV studio. These live programmes were relayed to the stands on a closed circuit network. Colour films were also broadcast from the new transmitter at Bussum (near Hilversum). Special live or filmed programmes featuring various countries were broadcast in colour. Saturday, September 30, was nominated as British Day and a filmed interview featuring Sir Peter Garran, HM British Ambassador to the Netherlands, was shown on that day.

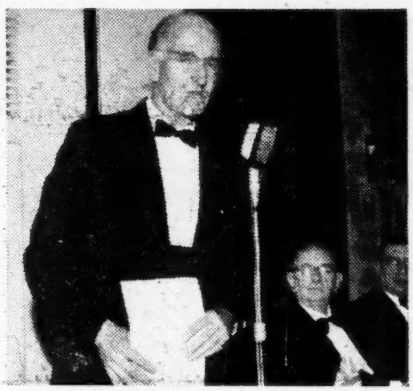
Also on show was the new NTS train, which is completely equipped to provide outside colour TV broadcasts. An information centre in the field of electronics, 'The Electron', was sited in the North Hall explaining the basic principles and applications of electronics, as well as indicating possibilities for careers in that field.

Included in the exhibition was a most impressive stand designed by the Central Office of Information for a joint venture, sponsored by the Federation of British Audio and the Board of Trade. This stand was manned by 15 member companies of the Federation and had a prominent position in the South Hall quite close to the main entrance. The British stand was the subject of much favourable comment from visitors. The British exhibitors also had the use of two demonstration rooms, where the various high quality sound reproduction equipment was demonstrated to visitors. Numerous inquiries were received by the British participants, including one for loudspeakers from a leading Dutch electronic organ manufacturer, and representatives of the exhibiting companies were on the whole well pleased with the volume of business. One firm was visited by their agents from three neighbouring countries, who booked greatly increased orders with them. Great interest was shown in hi-fi equipment and all the items displayed were left with the various agents to fulfil orders.

The major manufacturing countries were displaying in force, and the French exhibitors for the first time participated on a joint venture basis.

The British group were very satisfied with the results of the joint stand which, being outstanding and eyecatching, attracted the visitors. Total attendance at FIRATO was 222,551, comparing favourably with the attendances at the 1963 and 1965 exhibitions which were 141,496 and 125,195, respectively.

The impressively designed British stand at the Radio, Television and Electronic Equipment Exhibition in Amsterdam attracted the attention of many visitors. Fifteen member companies of the Federation of British Audio manned the stand, participating with Board of Trade assistance.



Mr. G. H. Parker, chairman of the Electrical Engineers ASEE Exhibition, speaking at the annual pre-exhibition dinner in London on October 11. On his left are Sir Alfred Nicholas, president of the Electrical Research Association and chairman of Aberdare Holdings Ltd., and Sir Albert Mumford, past-president of the ASEE. The dinner is a traditional event preceding the International Electrical Engineers' Exhibition, which will be held at Earls Court from March 27 to April 3 next year. In his speech the chairman pointed out that exhibitions run by British firms have earned the country a considerable income from contracts placed with British manufacturers showing their wares abroad.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

INDUSTRIAL ESTATES – THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

Scotland
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

Servicios Electricos del Gran Buenos Aires:
(203/67) Electrical Equipment, November 16. E.S.B. 37555/67.*
(203/67) Sectionalizers, November 16. E.S.B. 37556/67.*

AUSTRALIA

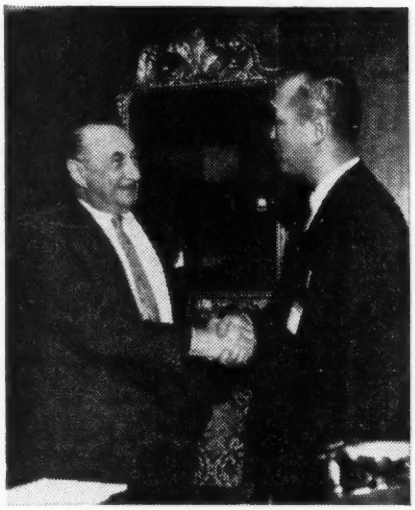
(204/67) Overhead Travelling Crane for Commonwealth Railways. (Further Information.) E.S.B. 36983/67.*
(200/67) Cranes for Department of Railways, December 6. E.S.B. 37205/67.
(204/67) Transformers for The Electricity Commission of New South Wales, November 20. E.S.B. 37593/67.*
(202/67) Butterfly Valve for Hydro Electric Commission of Tasmania, December 11. E.S.B. 37300/67.
(204/67) Construction of Wharf for Marine Board of Devonport, November 25. E.S.B. 37569/67.
Melbourne and Metropolitan Board of Works:
(203/67) Construction of Bridges and Overpasses, November 21. E.S.B. 37567/67.
(203/67) Construction of Bridge, November 21. E.S.B. 37568/67.
(203/67) Automatic Telephone Exchange Equipment for Northern Electric Authority of Queensland, January 10, 1968. E.S.B. 37520/67.*
(202/67) Arresters for Postmaster-General's Department, November 23. E.S.B. 37299/67.
State Electricity Commission of Victoria:
(203/67) Underground Cables, November 27. E.S.B. 37561/67.
(203/67) Tape Recorder, November 6. E.S.B. 37562/67.
(203/67) Transformers, November 6. E.S.B. 37563/67.
(203/67) Transformers, November 6. E.S.B. 37564/67.
(204/67) Data Amplifiers, November 6. E.S.B. 37565/67.
(202/67) Conductor for Victorian Railways, November 1. E.S.B. 37303/67.

BURMA

(201/67) Fertilizers for Agricultural and Rural Development Corporation, November 10. E.S.B. 37227/67.*
(199/67) Tyres for Myanana Export Import Corporation, November 10. E.S.B. 37063/67.*
(201/67) Chemicals for Peoples' Oil Industry. Correction. E.S.B. 37022/67.*
(204/67) Locomotive Brake Fittings for Union of Burma Railway Board, November 27. E.S.B. 37599/67.*

CEYLON

(204/67) Tractor and Concrete Mixer for Army Headquarters. Tender Cancelled. E.S.B. 7504/67.*
(203/67) Steel Keys for Ceylon State Hardware Corporation, November 14. E.S.B. 37523/67.
(202/67) Tyre Manufacturing Materials for Ceylon Tyre Corporation, November 7. E.S.B. 37521/67.
(203/67) Hydrated Lime for Colombo Municipal Council, November 7. E.S.B. 37522/67.*
(203/67) Cotton Canvas for Government Stores Department, December 29. E.S.B. 37524/67.
(203/67) Tyres and Tubes for River Valleys Development Board, November 6. E.S.B. 37554/67.



Mr. Jack Klein, chairman and managing director of Max Factor in Great Britain, greeting Mr. T. Nakazawa, president of the Nippon Beauty Chain, Japan, in his office at 16 Old Bond Street, London, W.1, recently. Mr. Nakazawa and a group of store presidents who are influential Max Factor retailers in Japan, have been touring Europe with Mr. Jin Tanaka, vice-president of the 'Shukan Shogyo' (Cosmetic News Weekly) Publishing Company, who was collecting material on the European cosmetic industry for his publications. During the day, the Japanese toured the Max Factor Salon, where they watched both theatrical and day make-up in progress, visited the Max Factor cosmetic sections of John Lewis & Co. Ltd., Selfridges Ltd., and Bentalls, Kingston-upon-Thames. Welcoming the group, Mr. Klein said that he had spent some time in Japan. He considered it one of the loveliest countries he had ever visited and had many happy recollections of his stay there. Thanking Mr. Klein for his hospitality, Mr. Nakazawa said that Max Factor is the top-selling foreign cosmetic company in Japan, with a wide range of products available throughout the country – from North to South.

COLOMBIA

(199/67) Pumping Equipment for Empresa de Acueducto y Alcantarillado de Bogota, December 18. E.S.B. 37078/67.

COSTA RICA

Instituto Costarricanse de Electricidad:
(203/67) Power Line Hardware Equipment, November 6. E.S.B. 37518/67.*
(203/67) Transformers, November 7. E.S.B. 37519/67.*
Instituto Nacional de Seguros:
(201/67) Fire Fighting Vehicle, November 21. E.S.B. 37233/67.*
(202/67) Radio Equipment, November 3. E.S.B. 37296/67.*

FORMOSA

Central Trust of China:
(202/67) Truck Tractors, November 24. E.S.B. 37273/67.*
(202/67) Tools, November 6. E.S.B. 37274/67.*
(202/67) Valves; Pressure Gauges, November 23. E.S.B. 37275/67.*
(202/67) Testing Equipment, November 4. E.S.B. 37265/67.*
(202/67) Demineralizer Plant, November 13. E.S.B. 37280/67.*
(202/67) Lift, November 7. E.S.B. 37512/67.*
(202/67) Pipe Fittings, November 6. E.S.B. 37513/67.*
(202/67) Dehumidification System, November 6. E.S.B. 37514/67.*
(202/67) Laboratory Equipment, November 10. E.S.B. 37516/67.*
(202/67) Chemical, November 10. E.S.B. 37517/67.*
(203/67) Crane, November 7. E.S.B. 37533/67.*
(203/67) Valves for Cylinders, November 6. E.S.B. 37534/67.*
(203/67) Centrifugal Pump, November 2. E.S.B. 37527/67.*
(203/67) Ammonia Cylinders, November 6. E.S.B. 37528/67.*
(203/67) Diesel Trucks, November 2. E.S.B. 37529/67.*
(203/67) Crane Control Equipment, November 6. E.S.B. 37530/67.
(203/67) Fire Extinguishing Chemicals, November 8. E.S.B. 37531/67.*
(203/67) Lathe, November 4. E.S.B. 37532/67.*
(203/67) Barite Powder, November 10. E.S.B. 37538/67.*
(203/67) Gas Detector, November 3. E.S.B. 37539/67.

GREECE

Ministry of Commerce:
(202/67) Blood Donor Items, November 6. E.S.B. 28910/67.*
(202/67) Aluminium Shelving, November 8. E.S.B. 37281/67.*
(200/67) Typewriters for Ministry of Trade, November 1. E.S.B. 37092/67.*
(200/67) Petrol Tanks for Public Power Corporation, November 14. E.S.B. 37091/67.

GUATEMALA

(203/67) Electrical Equipment for Instituto Nacional de Electrification, November 17. E.S.B. 37508/67.*

HONG KONG

Government Stores Department:
(201/67) Portland Cement, November 3. E.S.B. 37211/67.*
(201/67) Screws, November 3. E.S.B. 37212/67.*

INDIA

(204/67) Drilling Equipment for Beas Purchase Organization, November 13. E.S.B. 37591/67.
(204/67) Cold Chamber for Director General of

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Supplies and Disposals. December 8. E.S.B. 37595/67.*
(203/67) Steel Bar for Heavy Electricals (India) Ltd. November 3. E.S.B. 37546/67.
Hindustan Aeronautics Ltd.:
(201/67) Filter Unit. (Further Information.) Closing date postponed to November 15. E.S.B. 34077/67.
(201/67) Eyelet Forming Machine. (Further Information.) Closing date postponed to November 15. E.S.B. 34082/67.
(201/67) Hydraulic Press. (Further Information.) Closing date postponed to November 15. E.S.B. 34083/67.
(201/67) Deburring Drum. (Further Information.) Closing date postponed to November 15. E.S.B. 34084/67.
(201/67) Tool and Cutter Grinder. (Further Information.) Closing date postponed to November 15. E.S.B. 34085/67.
(201/67) Weighing Equipment. (Further Information.) Closing date postponed to November 15. E.S.B. 34086/67.
(201/67) Surface Plates. (Further Information.) Closing date postponed to November 15. E.S.B. 34087/67.
(202/67) Mechanical Sweepers. (Further Information.) Closing date postponed to November 15. E.S.B. 34088/67.
(201/67) Vacuum Cleaners. (Further Information.) Closing date postponed to November 15. E.S.B. 34089/67.
(204/67) Steel Tape for Hindustan Cables Ltd. Tender cancelled. E.S.B. 34034/67.*
(204/67) M.S. Channels for Indian Telephone Industries Ltd (Further Information.) E.S.B. 36384/67.*
(203/67) Carrier Cable; Telemetering Equipment for Kerala State Electricity Board. November 6. E.S.B. 37589/67.
Madhya Pradesh Electricity Board:
(202/67) Grid System Equipment. November 15. E.S.B. 37235/67.
(202/67) Circuit Breakers. November 15. E.S.B. 37237/67.
(202/67) Mobile Crane for Madras Port Trust. November 30. E.S.B. 37239/67.*
(201/67) Railway Wheels and Axles for Ministry of Railways, Railway Board. (Further Information.) Tender documents now available. E.S.B. 36563/67.*
Rajasthan State Electricity Board:
(202/67) Condensers. November 10. E.S.B. 37249/67.
(204/67) Polyphase Energy Meters. November 6. E.S.B. 37596/67.*
Southern Railways:
(201/67) Steel Die Blocks. (Further Information.) Tender documents now available. E.S.B. 36585/67.*
(201/67) Caustic Soda Cells. (Further Information.) Tender documents now available. E.S.B. 36585/67.*
West Bengal State Electricity Board:
(199/67) Pumps. November 20. E.S.B. 37061/67.
(199/67) Demineralising Plant. November 22. E.S.B. 37081/67.
(202/67) Power Transformers. November 30. E.S.B. 37238/67.*
(202/67) Switchgear. November 29. E.S.B. 37244/67.*

IRAN

(202/67) Carton Making Machinery for Iranian Tobacco Monopoly. December 18. E.S.B. 37509/67.*

IRAQ

(199/67) Battery Manufacturing Materials for Ministry of Defence. November 21. E.S.B. 37073/67.
(199/67) Blood Transfusion Bottles for Ministry of Health. November 5. E.S.B. 37072/67.
Ministry of Industry:
(199/67) Transmission and Distribution System. February 1, 1968. E.S.B. 37077/67.
(204/67) Factory Extensions and Plant. January 23, 1968. E.S.B. 37588/67.
(199/67) Construction of Water Supply for Ministry of Municipalities. January 9, 1968. E.S.B. 37074/67.
(199/67) Construction of Pipe Lines for Ministry of Oil. January 28, 1968. E.S.B. 37076/67.
(203/67) Cigarette Paper for Tobacco Administration. November 2. E.S.B. 37545/67.

IRISH REPUBLIC

(201/67) Railway Equipment, Materials and Supplies for Coras Iompair Eireann. November 1. E.S.B. 37255/67.*
(202/67) Fire Appliances for Limerick County Council. November 23. E.S.B. 37290/67.
(202/67) Railway Heating Boiler Vans for State Transport Authority. November 29. E.S.B. 37291/67.

KENYA

(202/67) Galvanized Fencing Wire for Ministry of Works. November 3. E.S.B. 37294/67.

LEBANON

(203/67) Floating Crane for Director General Grand Projects. February 15, 1968. E.S.B. 37570/67.

LIBYA

(202/67) Construction Works for Barce Reconstruction Organization. November 29. E.S.B. 37510/67.

MALAYSIA

(199/67) Electrical Installation for Director of Public Works. November 5. E.S.B. 37045/67.*
(200/67) Radio Paging System for Ministry of Health. November 12. E.S.B. 37090/67.*
(204/67) Structural Steelwork for National Electricity Board. November 28. E.S.B. 37598/67.*

MALTA

Treasury, Valleta:
(203/67) Refrigeration Unit. November 9. E.S.B. 37548/67.*
(203/67) Sluice Valves. November 9. E.S.B. 37547/67.*
(203/67) Iron Pipes and Castings. November 9. E.S.B. 37549/67.*
(203/67) Paper. November 9. E.S.B. 37550/67.*
(203/67) Refrigeration Plant. November 9. E.S.B. 37551/67.*

NEW ZEALAND

(202/67) Butterfly Valve for Auckland Regional House. January 24, 1968. E.S.B. 37289/67.*
(199/67) Washers for General Post Office, Wellington. November 9. E.S.B. 37059/67.*

PAKISTAN

(204/67) Construction of Passenger Accommodation and Transit Sheds (Pre-qualification) for The Board of Trustees of the Port of Karachi. November 30, 1967. E.S.B. 37586/67.
(202/67) Hardwood Sleepers for West Pakistan Railway Board. (Further Information.) Closing date postponed to November 15. E.S.B. 31926/67.*

SAUDI ARABIA

(203/67) Construction of Buildings for National Guard. November 18. E.S.B. 37557/67.

SOUTH AFRICA

(202/67) Fans for South African Railways. November 17. E.S.B. 37288/67.
State Tender Board:
(202/67) Cable. November 16. E.S.B. 37267/67.*
(202/67) Steel. November 1. E.S.B. 37270/67.*
(202/67) Aluminium Bronze. November 1. E.S.B. 37271/67.*
(202/67) Jacks. November 2. E.S.B. 37272/67.*
(204/67) Road Graders. November 1. E.S.B. 37604/67.*
(204/67) Mobile Cranes. November 2. E.S.B. 37605/67.*
Transvaal Provincial Tender Board:
(204/67) Hospital Theatre Equipment. November 3. E.S.B. 37602/67.*
(204/67) Deodorant. November 17. E.S.B. 37603/67.*

SPAIN

(202/67) Mechanical Port Equipment for Ministerio De Obras Publicas. December 12. E.S.B. 37258/67.*

SUDAN

(204/67) Timber for Ministry of Works. November 4. E.S.B. 37601/67.*
(199/67) Copper Ingots for Sudan Railways. November 6. E.S.B. 37051/67.

THAILAND

(203/67) Automatic Pasting Machine for Battery Organization. November 1. E.S.B. 37572/67.
(204/67) Pump for the Mineral Resources Department. November 6. E.S.B. 37576/67.
(204/67) Transformers for the Provincial Electricity Authority. November 1. E.S.B. 37581/67.
(201/67) Copper Conductor for State Railway of Thailand. November 8. E.S.B. 37254/67.

TURKEY

(199/67) Lead Ore Smelting Plant Equipment for Air Forces Command. November 3. E.S.B. 37032/67.*
(200/67) Nato-Construction Work for Bayindirlik Bakanligi. November 15. G.D. 2527/67.
State Highways Department:
(202/67) Timing Lights. November 15. E.S.B. 37240/67.*
(201/67) Compression Testers. November 15. E.S.B. 37241/67.*
(201/67) Pump and Compression Testers. November 15. E.S.B. 37242/67.*
(201/67) Anti-Freeze Testers; Hydrometers. November 15. E.S.B. 37245/67.*
State Hydraulic Works:
(201/67) Laboratory Equipment. November 1. E.S.B. 37214/67.*
(201/67) Laboratory Equipment. November 1. E.S.B. 37215/67.*
(201/67) Laboratory Equipment. November 1. E.S.B. 37216/67.*
(201/67) Filter Element Replacements. November 2. E.S.B. 37217/67.*
(202/67) Petrography Equipment. November 2. E.S.B. 37218/67.*
(202/67) Manila Ropes for Turkish Maritime Bank. November 2. E.S.B. 37259/67.*
(201/67) Television Studio Equipment for Turkish Radio and Television Association. November 14. E.S.B. 37213/67.*

UNITED ARAB REPUBLIC (EGYPT)

(204/67) Mechanical Equipment; Electrical Equipment for Great Cairo Water Company. Amended closing date December 20. E.S.B. 807/67.
(204/67) Lighting Materials for Mechanical and Electrical Engineering Department. November 15. E.S.B. 37587/67.

UNITED STATES OF AMERICA

Bureau of Reclamation:
(202/67) Circuit Breakers. (Advance Information.) E.S.B. 37284/67.
(202/67) Outlet Gate. (Advance Information.) E.S.B. 37285/67.
(202/67) Control Equipment. (Advance Information.) E.S.B. 37285/67.
(202/67) Inlet Gates. (Advance Information.) E.S.B. 37286/67.

URUGUAY

Ministry of Public Health:
(202/67) Alkaloids. November 14. E.S.B. 37224/67.
(202/67) Contrasting Media. November 14. E.S.B. 37223/67.
Ministry of Public Works:
(202/67) Tractors. December 5. E.S.B. 37219/67.
(202/67) Road Levellers. December 6. E.S.B. 37220/67.
(202/67) Generators. First call December 7, Second call December 14. E.S.B. 37221/67.
(202/67) Asphalt Sprayers. December 11. E.S.B. 37222/67.
(201/67) Newsprint Paper and Pasteboard for State Electricity Board. First call November 10, Second call November 15. E.S.B. 37223/67.

VENEZUELA

(202/67) Steel Tubing for Water Development Agency. November 5. E.S.B. 37504/67.*

VIETNAM

Industrial Development Centre:
(202/67) Flour Mill. December 20. E.S.B. 37525/67.*
(203/67) Polyethylene Can Making Plant. November 15. E.S.B. 37526/67.*

ZAMBIA

(200/67) Radio Telephone Equipment for Central Supply and Tender Board. November 10. E.S.B. 37085/67.*
(202/67) Pumps for Lusaka City Council. December 11. Tender documents now available. E.S.B. 37266/67.*

The millionth passenger to be carried by Hovertravel Ltd. and its subsidiary Hoverwork Ltd. is presented with a silver salver by Mr. Christopher Cockerell (right) inventor of the hovercraft. Embarking at Southsea to cross the Solent are Mr. Michael Head, of Carlton Avenue West, North Wembley, his 18-month-old son, Jonathan – the millionth passenger – and Mrs. Maureen Head. Hovertravel Ltd., of Ryde, Isle of Wight, has been operating in the Solent for more than two years while Hoverwork has been ferrying passengers across the St. Lawrence river to Expo '67 at Montreal. The millionth-passenger figure is easily a world record for hovercraft operators.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 1 issue.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(203/67) Agency inquiry for generators; marine engines. E.S.B. 37179/67.
(204/67) Agency inquiry for clocks and watches; furniture. E.S.B. 37178/67.

Afghanistan
(200/67) Inquiry for paper. E.S.B. 36744/67.

Australia
(200/67) Agency inquiry for knitwear. E.S.B. 33742/67.
(200/67) Agency inquiry for pumps. E.S.B. 30152/67.
(202/67) Agency inquiry for pliers. E.S.B. 37301/67.
(203/67) Inquiry for hand dryers. E.S.B. 29108/67.

Austria
(201/67) Agency inquiry for dumpers. E.S.B. 37154/67.
(203/67) Agency inquiry for suitings. E.S.B. 41887/67.
(200/67) Inquiry for disposable syringes. E.S.B. 28593/67.
(201/67) Inquiry for lead wheel balances. E.S.B. 13196/67.
(202/67) Inquiry for air mattresses; bicycles; clothing; hardware; household equipment. E.S.B. 35391/67.

Bahrain
(202/67) Inquiry for building materials; paints and varnishes; sanitaryware; steel doors and windows. E.S.B. 37197/67.

Britain/Italy
(203/67) Import Quotas. C.R.E. 20565/G.

Canada
(200/67) Agency inquiry for textile fabrics. E.S.B. 16907/67.
(204/67) Inquiry for hinges. E.S.B. 36634/67.

Chile
(201/67) Manufacture under licence – food irradiation plant; industrial plant and machinery. E.S.B. 36443/67.

Czechoslovakia
(200/67) Inquiry for automatic ticket machines; paper cutting machines; printing and binding machines. E.S.B. 36742/67.

France
(199/67) Agency inquiry for life-saving jackets. E.S.B. 11914/67.
(200/67) Agency inquiry for furniture. E.S.B. 36739/67.
(201/67) Inquiry for seating. E.S.B. 36873/67.

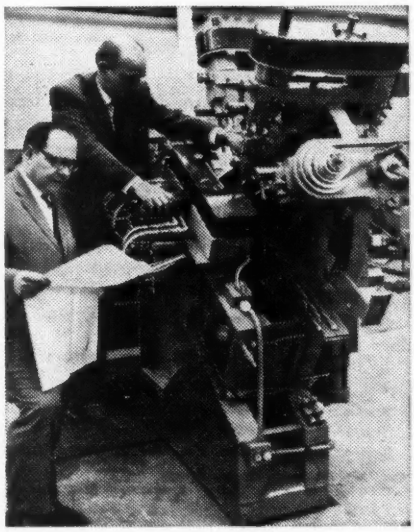
Germany, Federal Republic of
(200/67) Agency inquiry for bathing costumes; shirting materials. E.S.B. 36576/67.
(202/67) Inquiry for pipes; pumps. E.S.B. 36722/67.

Iran
(199/67) Inquiry for safes; strong rooms. E.S.B. 36866/67.

Israel
(202/67) Agency inquiry for pumps. E.S.B. 37183/67.

Italy
(202/67) Agency inquiry for oil burners. E.S.B. 36636/67.
(203/67) Agency inquiry for marine diesel engines. E.S.B. 37343/67.
(204/67) Agency inquiry for electronic equipment; gas analyzers and measuring apparatus; medical apparatus; voltmeters. E.S.B. 34376/67.
(200/67) Inquiry for concrete pumps. E.S.B. 36618/67.
(202/67) Inquiry for chemicals. E.S.B. 37108/67.
(204/67) Inquiry for hoists. E.S.B. 37315/67.

† **For further details of the 'Export Service Bulletin' see page 1002.**



Russian inspectors at the Kilmarnock factory of The Glacier Metal Company (the Associated Engineering Group) examine part of a £200,000 shipment of machinery before despatch. It is the first consignment of a £2¼ million order for Glacier bearing manufacturing plant for Russia won by Associated Engineering (Export Services) in May.

Italy/Lebanon
(205/67) Trade Agreement. C.R.E. 5806/G.

Jamaica
(204/67) Inquiry for stainless steel. E.S.B. 37456/67.

Kenya
(204/67) Agency inquiry for concrete mixers; dumpers; fork lift trucks. E.S.B. 4091/67.
(204/67) Agency inquiry for foundries; oil refining machine. E.S.B. 33177/67.
(200/67) Inquiry for clothing; hardware; ironmongery; plumbing materials; sanitaryware; textiles. E.S.B. 30931/67.
(205/67) Inquiry for aluminium window and door sections. E.S.B. 36892/67.

Korea
(200/67) Inquiry in respect of manning and control boards. E.S.B. 37089/67.

Lebanon
(201/67) Inquiry for glassware; leather boxes; pottery. E.S.B. 36715/67.

Libya
(199/67) Inquiry for glue; plastic and metal engraving machinery; plastic sheeting. E.S.B. 23528/67.

Malta
(199/67) Agency inquiry for hand tools; hardware; paint. E.S.B. 36431/67.

Mexico
(201/67) Agency inquiry for cables; micro-wave equipment. E.S.B. 36791/67.

Morocco
(200/67) Agency inquiry for perfumery; toys. E.S.B. 36275/67.

New Zealand
(203/67) Agency inquiry for textile machinery. E.S.B. 33092/67.
(204/67) Manufacture under licence – air pollution filtration systems. E.S.B. 37455/67.

Nigeria
(204/67) Inquiry for metal working machinery. E.S.B. 36181/67.

Pakistan
(200/67) Agency inquiry for yarns. E.S.B. 36740/67.

Puerto Rico
(200/67) Inquiry for copper tubing; insulating tape; tools. E.S.B. 36885/67.
(203/67) Inquiry for hardboard and plywood; metal shop fittings and display fixtures. E.S.B. 37362/67.

Saudi Arabia
(203/67) Inquiry for electric cables; electrical accessories. E.S.B. 37446/67.
(204/67) Inquiry for buttons; textiles. E.S.B. 37435/67.
(204/67) Inquiry for electric motors; electric fans. E.S.B. 37355/67.
(204/67) Inquiry for generating equipment and materials. E.S.B. 37464/67.
(204/67) Inquiry for linseed oil; pipes; sanitaryware and fittings. E.S.B. 37592/67.
(204/67) Inquiry for motors; refrigerators; relay overloads; thermostats; valves. E.S.B. 37336/67.
(204/67) Inquiry for overalls. E.S.B. 43221/66.

Singapore
(202/67) Inquiry for textiles. E.S.B. 37308/67.
(203/67) Inquiry in respect of frequency set; induction motor; laboratory equipment. E.S.B. 37447/67.

South Africa
(200/67) Agency inquiry for textiles. E.S.B. 36710/67.

Sweden
(201/67) Agency inquiry for activated carbon; gas adsorption packed towers. E.S.B. 36630/67.
(203/67) Agency inquiry for woollen coatings. E.S.B. 36897/67.
(204/67) Agency inquiry for furs. E.S.B. 37357/67.
(199/67) Inquiry for men's ties. E.S.B. 36808/67.
(202/67) Inquiry for men's ties – further information. E.S.B. 36808/67.

Switzerland
(201/67) Agency inquiry for steel. E.S.B. 36894/67.
(204/67) Agency inquiry for leather coats and jackets. E.S.B. 37381/67.
(199/67) Inquiry for electrical steel. E.S.B. 33233/67.
(202/67) Inquiry for ultrasonic stirrer or agitator. E.S.B. 36720/67.

Tunisia/Austria
(203/67) Trade Agreement. C.R.E. 7872/G.

Turkey
(199/67) Agency inquiry for laboratory equipment; testing equipment. E.S.B. 29901/67.

Uganda
(199/67) Inquiry for submersible pump. E.S.B. 36874/67.
(203/67) Inquiry for metal working machinery; plastics working machinery; plastic raw materials; steel; timber; woodworking machinery. E.S.B. 37445/67.

United States of America
(201/67) Agency inquiry for laboratory equipment. E.S.B. 33753/67.
(201/67) Agency inquiry for textiles. E.S.B. 36825/67.
(200/67) Inquiry for locks. E.S.B. 36819/67.
(202/67) Inquiry for nylon yarns. E.S.B. 36284/67.
(203/67) Inquiry for activated granular carbon. E.S.B. 37444/67.
(203/67) Inquiry for brushes. E.S.B. 37400/67.

Venezuela
(201/67) Agency inquiry for filling machines. E.S.B. 34614/67.
(202/67) Inquiry in respect of steel cylinders. E.S.B. 37304/67.

The new Ballyclare, Co. Antrim, factory of Turners Asbestos Cement Co. Ltd., which was opened by Mr. R. M. Bateman, chairman of Turner & Newall Ltd., on September 25.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in September 1 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 633 of September 15 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

World tour

MAJOR H. C. BOLT, chairman and managing director of Terrapin International Limited, the Bletchley-based industrialized building group, sailed from Southampton last month on the first stage of a world business tour.

During the course of his four-month tour, he will visit companies manufacturing and marketing Terrapin buildings in the United States, Australia and South Africa.

Terrapin unit buildings, which are produced on a flow-line basis similar to that employed in the motor industry, are already being marketed in Australia, Denmark, France, Germany, Ireland, Japan, Portugal, South Africa and the United States.

He will also be investigating the possibilities of expanding the company's interests into, as yet, non-Terrapin markets.

South American tour

MR. D. F. HAYDON, general sales manager of Baird & Tatlock (London) Ltd., who attended the SIMA Exhibition of British Scientific Instruments which took place in Mexico last month, is now touring other countries in South America.

Mr. Haydon is visiting Caracas, Venezuela, Lima, Peru, Santiago, and Chile. He will then visit Chicago on September 21 and will return to the United Kingdom from there.

Mr. Haydon will be discussing, with the company's agents and representatives, the supply of laboratory instruments, apparatus and equipment, including the latest developments shown at Mexico.

Designer to visit Czechoslovakia

MR. T. S. NISBET, chief designer of Hoffmann, has received an invitation to visit Prague to deliver a lecture to Czech mechanical engineers on the design and operation of angular contact ball bearings fitted to machine-tool grinding spindles.

The lecture entitled 'Properties of angular contact bearings for grinding spindles', will be given at a special symposium and exhibition called 'British Engineering Days in Prague' that is being organized by the London Chamber of Commerce and the British Mechanical Engineering Federation. The exhibition will be held from November 13-17.

Canadian tour

MR. DAVID WILD, managing director of Paragon China Limited, manufacturers of fine English bone china, is visiting Canada until October 24.

On his coast-to-coast tour, calling at Montreal, Toronto, Winnipeg, Victoria, Vancouver, Edmonton and Calgary, Mr. Wild hopes to find out at first hand which ranges and patterns are most popular with his Canadian customers.

Mr. M. Reinhold, Director of Trade Relations of Britain's Middle East Association, is to visit Arab countries during this month. The Middle East Association with headquarters in London, is a non-political organization of which many of the country's foremost trading and manufacturing companies are members. Among the distinguished visitors to the Association have been King Hussein of Jordan, King Feisal of Saudi Arabia, and trade and finance ministers from Morocco, Libya, Tunisia and Egypt. From the Persian Gulf States have come the Rulers of Bahrain, Abu Dhabi and Dubai.

Mr. Reinhold is visiting Bahrain, Doha, Abu Dhabi, Muscat, Al Khobar, Riyad, Jedda, Amman and Beirut from October 5 to November 25.

British electronics delegation for Russia

MR. W. N. RICHARDSON, marketing director of Emihus Micro-components Ltd. (whose plant is at Glenrothes, Fife) and chairman of the semi-conductor division of VASCA (Valve and Semi-conductor Manufacturers' Association), is a member of a British electronics delegation who are in Russia to investigate trade potential in various sectors in the electronics field.

This follows a visit to Britain last year by a Russian mission headed by K. I. Mikhailov, First Deputy Minister for the electronics industry in Russia.

Mr. Richardson is representing the interests of the semi-conductor and components industry. Total components production by the United Kingdom electronics industry is at present running at about £200 million per annum, of which valves and semi-conductors are likely to exceed £80 million this year.

European tour will boost export drive

A NEW and highly sophisticated demonstration vehicle has been taken into service by Decca Radar Limited and will shortly begin an extensive tour of the United Kingdom and the Continent of Europe. The vehicle will not only visit major ports, but many remote quaysides, to make available for local Decca representatives the facilities of comprehensive demonstration of a wide range of Decca marine equipment.

Equipment to be installed in the vehicle will comprise Decca Transar marine and river radar, including the Decca TARPS True and Relative Plotting System; the Decca 101, the company's new and highly successful small boat radar; the Decca Navigator system; Simrad sonars and echo sounders; the Decca ARKAS autopilot; and for selected areas, models of the new Decca ISIS 300 Integrated Ship Instrumentation System. Full or simulated operation will normally be possible. A feature of the design of the vehicle is the facility for any variation of the equipment installed.

Decca sees the new vehicle as a valuable boost to their export drive. The firm currently exports over 90 per cent of its marine radar, and has received the Queen's Award to Industry for export achievements for the second successive year. The company recently obtained the 26,000th marine radar order. This was for a Decca 16 in. true motion radar, TM829, with 12 in. relative motion remote display, to be installed on NB620, a new 22,500 ton tanker building in Sweden for the BP Tanker Co. Ltd., and one of six new buildings for BP Tanker Co. Ltd. to be similarly equipped. The company's newest marine radar, the Decca 101 has had an outstanding sales success abroad, particularly in the United States pleasure boat market. Marine electronics is a highly competitive international business, and full scale on-the-spot demonstration has a vitally important part to play.

During a recent business tour of North America, Mr. Arthur Bryan (centre), managing director of Josiah Wedgwood and Sons Limited Barlaston, Stoke-on-Trent, visited Expo '67 with Mr. Michael Eccles (right), head of the Canadian company. They are pictured in the British Pavilion with Heather Bell (hostess).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Norwegian trade

'OUR TRADING relations go further than the mere supply of goods,' declared Mr. John Diamond, Chief Secretary to the Treasury, at a banquet at Bergen, Norway, on October 10, to mark the 750th anniversary of the first trade agreement between England and Norway. As a recent heartening example of joint ventures between the two countries, Mr. Diamond cited the coming into operation in July of this year of a new £20 million aluminium plant at Alnor, producing 80,000 tons of aluminium per year. Most of the finance and equipment for the plant had come from British sources. Not long ago an agreement had also been made between the British Cammell Laird Company and the Norwegian company Moss Vaerft & Dokk for the building of highly specialized solvent-carrying ships, which would be built in England to the design of the Norwegian company.

'British shipbuilders are delivering £25 million worth of new ships to Norwegian owners, and are trying hard to improve on their present performance,' continued Mr. Diamond. 'Early this year a mission from the British Marine Equipment Council visited the major shipbuilding centres and had discussions with shipbuilders and shipowners to find out how they could better meet the requirements of their Norwegian customers.'

Going on to speak of the problems of adapting to the conditions of the EEC, Mr. Diamond said that there were difficulties to be overcome for both countries. 'But I am sure that, given time and the necessary political will on the part of all of the governments concerned, these difficulties can be overcome.'

Britain was very conscious that she was not the only country applying for membership. She realized that the fortunes of others were closely bound up with hers. 'Particularly have we in mind our partners in the European Free Trade Association, a highly successful organization of which its members can be justly proud. We are gratified by the continuing progress in our commercial relations within EFTA. But all of us in EFTA have recognized from the start that it was never meant to be an end in itself. Like the present Community of the Six, it is no more than a step along the road towards the larger Europe which we have always wanted.

'The British Government attaches great importance to the benefits which could be derived from an enlarged community,' continued Mr. Diamond. 'The dismantling of tariffs and quantitative restrictions on trade between Britain and the Community would in itself have significant effects. The amount of this trade in already very substantial. In 1966 EEC imports from Britain amounted to $2,900 million, while British imports from the Community amounted to $3,100 million. The abolition of trade barriers on flows of this magnitude should have a very real effect on prices and would be bound to stimulate trade and production. But we all know that the Community aims to do more than this. It aims to evolve common policies on a number of subjects, to harmonize taxation, patent law and company law. All these are measures which will ease and stimulate the flow of trade and make possible the creation of commercial enterprises on a truly European scale.'

Mr. Diamond stressed the special contribution which Great Britain could make in the field of technology. 'Our long history as an industrialized nation has led us to build up skills and resources, not only in a few outstanding industries such as aircraft, chemicals, electronics and motor vehicles, but over a wide range of manufactures,' he said. 'In fact, we export a larger number of different industrial products than any other country. And by European standards the organization of our industry is already highly concentrated.

'The new Europe is an exciting prospect to look forward to, and the fact that both our countries have decided to seek membership demonstrates that our continuing friendship is by no means exclusive of its character.'

Anglo-Polish technological agreement

AN AGREEMENT for Anglo-Polish co-operation in technology and applied science was signed in Warsaw on October 10 in the course of a six-day visit to Poland by Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology. Mr. S. Fabijansky, Secretary-General of the Committee for Co-operation with Foreign Countries of the Council of Ministers, signed on behalf of the Polish Government.

The Agreement, which will run for five years in the first instance, is intended to provide a framework for the development of co-operation between Britain and Poland over a wide area of technology and applied science.

Under its terms the two Governments will seek to promote visits of experts for consultation and studies, the exchange of industrial 'know-how' in technology, including licensing arrangements and other mutually beneficial forms of co-operation.

An annexe to the Agreement lists the fields initially contemplated for co-operation. These include shipbuilding, mechanical processes, machine tools, electronics, agriculture and fisheries. There are special arrangements for co-ordinating the implementation of the Agreement and provision for periodic reviews of its working.

Tunisia and Austria

THE TUNISIAN *Journal Officiel* of September 15-19, 1967, announced the renewal, for a further year from May 1, 1967, of the trade agreement of 1961 between Tunisia and Austria. Quotas under the agreement are unchanged compared with the previous year, with the addition of bisulphite pulp as an Austrian export to Tunisia.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61), quoting reference CRE 7872/G.

Telex to Israel

TELEX has been installed at the British Embassy in Israel and is now operational. The address is Prodrome TLVIV 559 and the answer back code R. Prodrome TLVIV.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

Hints to businessmen visiting Libya and Yugoslavia

REVISED editions of the booklets on Libya and Yugoslavia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FEDERAL REPUBLIC OF GERMANY

Tariff order

ORDER CONCERNING the admissibility of medicaments which have been treated with ionizing irradiation or which contain radioactive substances (of June 29, 1962, as amended on August 8, 1967).

Extract from the *Federal Law Gazette* (*Bundesgesetzblatt*) (Part I) No. 50/1967, pages 894-895.

A translation of above-mentioned Order is available at the Board of Trade, Export Services Branch, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/451).

Foodstuffs Marking Order

ON JANUARY 1, 1968 the amended Foodstuffs Marketing Order becomes operational, requiring compulsory marking of certain goods delivered to the customer in packages or containers.

A translation of the above-mentioned Foodstuffs Marketing Order as amended on September 9, 1966 in the Federal Law Gazette Part I, page 590 (Bundesgesetzblatt) is available at Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

A group of leading journalists from European newspapers and aviation journals visited the Feltham, Middlesex, works of Epsylon Industries Ltd. on October 5. Among the examples of the company's sophisticated electronics work they were shown the EFDAS flight data acquisition system, the 'black box' installation which aids air safety and efficient operation in all BOAC aircraft. The picture shows Mr. Gray (far left), technical director of Epsylon Industries showing Type EDL 10 Data Logger to (from left to right) M. Jean-Claude Trichet, editor 'Air et Cosmos', Paris; Mr. John Edin, deputy editor 'Elekronik', Sweden; Herr Dietrich Seidel, editor 'Flug Revue', Germany; Mr. John Kosman, editor-in-chief, 'Avia', The Netherlands; M. Pierre Comdom, equipment editor 'Aviation', Paris; Mr. I. H. M. Campbell, sales director, Epsylon Industries.

Imports of processed agricultural goods

THE FEDERAL GERMAN authorities have now issued details of the variable levies on processed agricultural goods (confectionery, chocolate, biscuits, etc.) effective in the period October 1, 1967 to December 31, 1967.

Inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

FINLAND

Change in par value of the Finnmark

THE FINNISH GOVERNMENT has devalued the Finnmark with effect from October 12, 1967. The new rates of exchange are Finnmarks 11.76=£1 and Finnmarks 4.20=$1.

At the same time the Finnish Government has announced that it will present to the Diet proposals for the removal, at the end of this year, of the EFTA duties on those items subject to a slower timetable of duty reduction; for the introduction of a tax on unearned profits arising from the devaluation; and for a price freeze.

Certificates of Origin

Export Invoices for all Commonwealth Countries.
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.

39 Waterloo Road, London, N.W.2. *Tel:* Gladstone 9861 (3 lines)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

trading with BRITAIN? or trading with FRANCE?

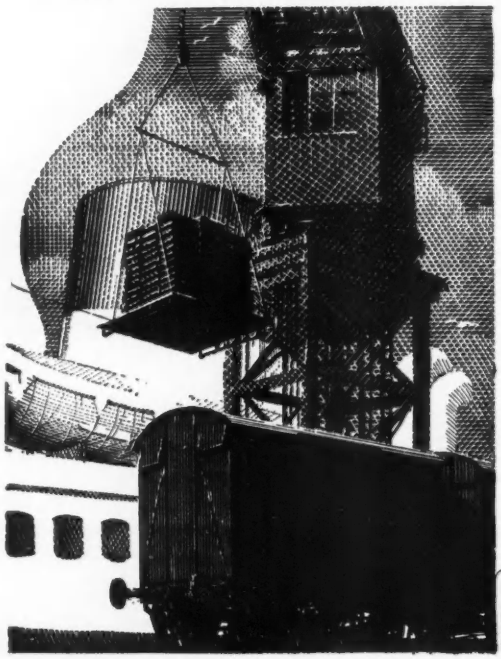
No matter which side of the Channel you wish to do business or whether your Company is French or British, our specialized knowledge and services are at your disposal.
In France the Managers of any of the Offices of our Parent Group—Banque Nationale de Paris—will be pleased to deal with your enquiries; whilst in Britain we provide a service which is unrivalled in its knowledge and experience of the requirements of two-way trade.

BRITISH & FRENCH BANK LIMITED

Subsidiary of **BANQUE NATIONALE DE PARIS**

8/13 King William Street, London, E.C.4. Telephone: 01-626 5678 and 5231

Every day and every night



the Harwich—Hook-of-Holland services, operated jointly by British Rail and Zeeland S.S. Co., provide a modern fast route for the export of merchandise to Europe.

For expert attention to your transport problems consult the
CONTINENTAL TRAFFIC & SHIPPING MANAGER
129 BISHOPSGATE LONDON E.C.2. TEL: BIS 4702 TELEX 25248
or your British Rail accredited freight agent.

Harwich–Hook of Holland

FRANCE

Ban on imports of pork

THE FRENCH *Journal Officiel* of October 12 announced that imports from all countries other than member countries of the EEC of the products listed below are prohibited from October 12, 1967.

Tariff Heading	Description
01-03 A II	Live swine of domestic species other than pure bred for breeding purposes.
02-01 A III a	Meat of the domestic swine species, fresh, chilled or frozen.
Ex 02-01 B II	Edible offals of the domestic swine species, fresh, chilled or frozen.
Ex 02-05	Unrendered pig fat free of lean meat, fresh, chilled, frozen, salted, in brine, dried or smoked.
02-06	Meat and edible meat offals of pork, salted, in brine, dried or smoked.
15-01 A	Lard and other rendered pig fat.
Ex 16-01	Sausages and the like, of meat, meat offal or animal blood of the swine species.
Ex 16-02 A II	Other prepared or preserved meat or meat offal containing pork liver.
Ex 16-02 B II	Other prepared or preserved meat or meat offal, not specified, containing pork or pork offal.

Authorizations granted before October 12 for direct imports will not be affected but before shipment, exporters should check with importers that consignments will be accepted into France. A further notice covering import conditions will be issued by the French authorities.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, EC.4 (Tel. 01-248 5757, Ext. 479/480).

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of October 5 announced that for the period from October 5, 1967, to June 30, 1968, the quota for seed potatoes (Tariff heading 07-01 AIa) has been fixed at 30,000 metric tons of early potatoes and 6,000 metric tons of floury potatoes (*variétés féculières*).

Conditions for admissions under this quota are laid down by an order of August 12, 1958, relating to the import of potatoes and an order of April 12, 1962, stating the general conditions of import for quotas established in the customs tariff.

Authorizations will be valid for 30 days from the date of delivery but will not, in any case, be valid after June 30, 1968.

Applications for import certificates must be set out as shown on the new form.

The full French text of this notice, including a specimen form of application for authority to import, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 479/480).

SPAIN

Suspension of Customs duties

IN THE *State Gazette* of October 9 the Spanish authorities announced the extension of the import duty suspension on slabs of non-special iron or steel or more than 1,000 kg weight and more than 120 mm thickness (Tariff heading 73.07 B4a) until January 2, 1968.

Customs tariff

IN THE *State Gazette* of October 9 the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and the revised sub-heading and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
29.22 A 3	Adipate of hexamethylendiamine monomer. (*Note:* A product whose solubility in water distilled at 20°C is greater than 30 to 70 parts water is considered a monomer)	10%	Free
4	Other	10%	4·5%
34.02 B	Tensoactive preparations for dyers' lyes, whether or not containing soap:		
1	Conditioned for wholesale	26%	22%
2	Other	26%	22%
39.01 E	Polyamides:		
1	Polymers of adipate of hexamethylendiamine. (*Note:* A polymer is considered as a product whose solubility in water distilled at 20°C is less than 30 to 70 parts water)	15%	11·5%
2	Other	15%	11·5%

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
32/67	Amending the additional amount of levy on liquid or frozen egg yolks	6d. (9d.)
33/67	Reducing the additional amount of the levy on slaughtered guinea-fowl	6d. (9d.)
41/67	On procedure for giving effect to Regulation No. 215/66 on the levy system applicable to compound animal feeding stuffs based on dairy products and powdered milk	1s. 6d. (1s. 9d.)
42/67	Adjusting and fixing sluice-gate prices and fixing levies in relation to third countries in the egg and poultry sector for the second quarter of 1967	6d. (9d.)
44/67	On certain measures for a common organization of the market in sugar for the 1967/68 season	1s. 6d. (1s. 9d
45/67	Amending Regulation No. 157/64 in respect of products coming under CCT No. 17.02	6d. (9d.)
49/67	On the Community tariff quota of 20,000 heifers and cows of certain mountain breeds	6d. (9d.)
51/67	Fixing the levies in the olive oil sector	6d. (9d.)
52/67	On claims for repayment coming under the European Agricultural Orientation and Guarantee Fund, Guarantee Section	1s. 9d. (2s.)
56/67	Fixing the amount of the levies in relation to third countries on pigs, pigmeat and pigmeat products for imports effected during the second quarter of 1967	6d. (9d.)
58/67	Adjusting and laying down sluice-gate prices for pigs, pigmeat and pigmeat products for imports effected during the second quarter of 1967	6d. (9d.)
64/67	On measures for giving effect to Council Regulation No. 48/67 of March 7, 1967, setting up a common system of trade for ovo-albumin and lacto-albumin	6d. (9d.)
70/67	Fixing levies in the olive oil sector	6d. (9d.)
73/67	Fixing the standard coefficients applicable to certain products in the poultry meat sector for the purpose of calculating refunds on exports to third countries for the period from July 1, 1964, to June 30, 1965	6d. (9d.)
74/67	Fixing levies in the olive oil sector	6d. (9d.)
78/67	Continuing Regulation No. 163/66 laying down conditions for issuing import and export certificates in the olive oil sector	6d. (9d.)

Rules of Competition—restrictive trading agreements and domination of markets

THE *Journal Officiel des Communautés Européenes* No. 239 dated October 4, 1967, contains an announcement relating to an application for negative clearance of a sales agreement between the French society 'Comptoir Français de l'azote' (CFA) and the following undertakings, all of which have their registered office in France:

1. Houillères du Bassin du Nord et du Pas-de-Calais, of Douai.
2. Houillères du Bassin de Lorraine, of Saint-Avold.
3. Houillères du Bassin d'Aquitaine, of Albi.
4. Houillères du Bassin de la Loire, of Saint-Etienne.
5. Office national industriel de l'azote, of Toulouse.
6. Société industrielle et financière de Lens, of Douvrin.
7. Société chimique de la Grande Paroisse, of Paris.
8. Ammoniaque de Liévin SA, of Paris.
9. Société générale d'engrais et produits chimiques Pierrefitte, of Paris.
10. Société des produits chimiques Courrières-Kuhlmann, of Paris.
11. Société Ammonia, of Paris.
12. Potasse et engrais chimiques, of Paris.
13. Société des usines chimiques Ugine Kuhlmann, of Paris.
14. Société d'explosifs et de produits chimiques, of Paris.
15. Compagnie des produits chimiques de Roche-la-Molière, of Paris.
16. Société chimique d'engrais et de produits de synthèse du Sud-Ouest, of Paris.
17. Produits chimiques Péchiney-Saint-Gobain, of Neuilly.
18. Union sidérurgique lorraine, of Paris.
19. Gaz de France, of Paris.
20. Société Lorraine-Escaut, of Paris.
21. Société mosellane de sidérurgie, of Paris.
22. Société métallurgique de Normandie, of Paris.
23. Société Lorraine de laminage continu, of Paris.
24. Société de Wendel et Cie, of Paris.
25. Société des fonderies de Pont-à-Mousson, of Nancy.
26. Compagnie des forges de Châtillon, Commentry et Neuves-Maisons, of Paris.
27. SA Denain-Anzin, of Paris.
28. Société des aciéries et tréfileries de Neuves-Maisons, Châtillon, of Paris.

(*Continued on next page*)

EEC, *continued*

Interested third parties are invited to submit their observations within five weeks from October 4, 1967.

Further details of this announcement may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Common organization of the market for rice and rice products

THE *Board of Trade Journal* dated October 13, 1967 (page 939) contained an announcement about Regulations relating to the common organization of the market for rice and rice products.

The texts of the following Regulation, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 241, dated October 5, 1967.

Regulation No. 669/67/CEE establishes certain terms of application relative to export refunds for rice.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). An unofficial translation of this Regulation will be published in due course by HMSO.

Common organization of the market for olive oil and oil seeds

THE *Board of Trade Journal*, dated October 6, 1967 (pages 862 and 863), contained an announcement about Regulations concerning the common organization of the market for olive oil and oil seeds.

The texts of the following Resolutions which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes* No. 237, dated September 30, 1967.

Regulation No. 646/67/CEE concerns modifications to levies in the olive oil sector.

Regulation No. 647/67/CEE concerns the fixing of restitutions applicable to the exportation of olive oil.

Regulation No. 648/67/CEE concerns the fixing of the amount of aid for the oil seeds sector.

Regulation No. 649/67/CEE modifies the export refund for oil seeds.

The French text of these Regulations may be seen on application to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

Trade in processed agricultural products

THE *Board of Trade Journal*, dated October 13, 1967 (page 938), contains an announcement about Regulations affecting trade in processed agricultural products.

The texts of the following Regulations, which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes* No. 234, dated September 28, 1967.

Regulation No. 619/67/CEE relates to modifications concerning the crusty bread called 'knäckerbrot', to Annexes I and II of Regulation No. 83/67/CEE.

Regulation No. 621/67/CEE reports the date on which Regulation No. 408/67/CEE, which added mannitol and sorbitol to the list of goods affected by the basic Regulation No. 160/66/CEE, comes into force.

Corrective

The *Journal Officiel des Communautés Européennes* No. 243, dated October 7, 1967, contains the text of a correction to Regulation No. 630/67/CEE which determines the amounts of the variable elements applicable during the fourth quarter of 1967 to imports into the member states of goods covered by basic Regulation No. 160/66//CEE.

The texts of the above corrective and Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). Unofficial translations of these texts will be available in due course from HMSO.

TUNISIA

Temporary suspension of duty and taxes

THE TUNISIAN *Journal Officiel* of September 8-12 announced the temporary suspension of the customs duty, production tax and consumption tax on the following items. The date of entry into force of the suspension is not given.

Tariff No.	Description
Ex 85-15A	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: Radio-broadcasting and television reception apparatus: Domestic portable radio receivers, battery operated, not combined with gramophones, record players or other apparatus, imported in pieces or in unassembled form.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

ZAMBIA

Import licensing

THE ZAMBIAN Ministry of Commerce, Industry and Foreign Trade announced on September 22 that as a result of a severe pile-up of goods destined for Zambia at the air terminals in Johannesburg and Salisbury, it had become necessary to limit the categories of goods for which import licences will be issued authorizing carriage by air from south of the Zambesi.

Import licences issued on or after September 22, 1967, will not authorize the carriage of goods by air over air routes operating south of the Zambesi unless they are endorsed 'E.S. via Southern Air Routes'. Import licences endorsed in this way will only be issued for the following categories of essential goods: Piece goods, haberdashery (excluding drapery and clothing), spare parts for machinery and vehicles, medicinal preparations, medical instruments and apparatus, X-Ray film and plates, books, newspapers and periodicals.

Existing import licences issued before September 22 will not be affected.

Statutory Instrument No. 313 of 1967 amends paragraph 5 of the Control of Goods (Import, Export) (Commerce) Order (SI No. 384 of 1965) to give effect to this announcement.

Any inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Decimal currency

COPIES of the Bank of Zambia (Amendment) Act, 1967, and the Currency Act, 1967, have recently been received. The former amends the Bank of Zambia Ordinance so as to bring it into line with the introduction of a decimal currency system in Zambia. Opportunity has also been taken to include certain definitions in that ordinance by reference to other legislation. The object of the latter bill is to make provision for the introduction in Zambia of a currency system on a decimal basis. In pursuance of this object, the bill:

(a) specifies monetary units and denominations of money, and provides that the unit of currency is the Kwacha;
(b) makes provision for the issuing of notes and coins and the fixing of their denominations;
(c) contains provisions concerning legal tender;
(d) constitutes offences in relation to currency.

Zambia will change to a decimal currency system on January 16, 1968. The present currency is based on the Zambian Pound, equivalent to £1 sterling and transactions are in £. s. d. The new system will be based on the 'Kwacha', equivalent to ten shillings,

and will be divided into 100 'Ngwee'. A gradual changeover period will be allowed for, during which both currencies will be used side by side.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference CRE 16879/G.

UGANDA

Import licensing requirements

TELEGRAPHIC INFORMATION has been received concerning import licensing requirements in Uganda. It is understood that the following items now require specific import licences:

Jams and marmalades; fruit and vegetable juices; vermicelli, spaghetti and macaroni; vegetable ghee; phosphatic fertilizers; superphosphates; sodium silicate; kraft paper and paperboard; bedsheets, tablecloths and towels; round iron sanitary fittings, manhole covers and frames; wood screws; radio and television sets (including spares); weighing machinery and weights; handkerchiefs, shawls, scarves, mufflers and brassieres; secondhand clothing; paper and paperboard labels, plastic labels and tea chests.

Exporters are advised to ensure that licences have been obtained by Agents/Importers before any shipment is made.

Comprehensive details will be published as soon as possible, and in the meantime inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff change

GOVERNMENT NOTICE R1536, published in the Republic of South Africa *Government Gazette* of October 6, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
20.07 By the substitution for tariff heading No. 20.07 of the following:				
20.07 Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit	gal.	25%		

Invoicing requirements for textiles

TELEGRAPHIC ADVICE has been received from Pretoria of additional invoicing requirements for imports of textile fabrics.

Notices R1542 and R1543, published in the South African *Government Gazette* of October 6 provide that, with effect from one month of date of notices, one additional copy invoice shall be lodged for retention by Customs.

Invoices must contain details of composition by weight, measurement, name and address of indent agent or confirming house, supplier's sample number and must be accompanied by a sample 6 inches by 3 inches minimum, stamped indelibly with supplier's name and sample number.

It is understood that Notice R1542 relates to specified textile goods for which an additional invoice must be furnished. Notice R1543 relates to all textile fabrics, and in every case a sample must be attached to invoices.

Further details will be published in the *Board of Trade Journal* when the full texts of the Notices are received.

Customs tariff applications

CUSTOMS TARIFF APPLICATION LIST No. 449, published in the South African *Government Gazette* of October 13 contains applications to the Board of Trade and Industries for increase in duty on:

A Jackson Trimline electric cooker was recently chosen for inclusion in the kitchen of a showhouse on a new estate of three and four-bedroomed houses at Woodley Estate, Nairobi, Kenya. Jackson cookers are exported to Kenya by Radiation International – the firm which handles the sale abroad of products manufactured by Radiation group companies – and are distributed in Kenya by Equipment Limited of Nairobi. The picture shows the wife of Mr. J. Maina, Deputy Director of Agriculture for Kenya, examining the Jackson Trimline electric cooker.

1. Brass, copper and aluminium semi-tubular brake and clutch lining rivets, from 3 per cent *ad valorem* to 20 per cent *ad valorem*, and
2. Generator armatures, excluding 24-volt types, identifiable for use solely or principally with motor vehicles (excluding motor cycles), from 20 per cent *ad valorem* to 20 per cent *ad valorem*, or 75 cents each.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1. CRE 2064/67 and 2. CRE 2065/67.

ISRAEL

Liberalization of imports

THE FOLLOWING 7 items have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect as from September 6, 1967.

Tariff No.	Description of Goods	Customs Duty	Purchase Tax
20.02-5000	Preserved peas	45% but not less than IL. 0·45 per kilog. including container	
38.19-4610	Stabilizers used in the plastic industry .	45%	
82.04.3100	Staplers, tackers and stapling machines .	80%	
84.54-2000			
82.04-3100	Perforating tools and machines . .	80%	
84.54-2000			
84.34-4000	Moulds and liners for type-setting or typefounding machinery . . .	45%	
84.45-9920 } 84.48-1092 }	Eccentric presses each weighing not more than 7,500 kg., and parts thereof .	20%	
	Agricultural tools:		
82.01-5090 } 82.01-9900 }	Cutting tools of scissor-type (including grass-cutting shears, pluckers and pruning hooks) . . . . . Spades, shovels, rakes, grass sweepers, axes, pickaxes and cultivators	60%	
82.13-1090	Secateurs	60%	

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: 01-248 5757, Ext. 420).

MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
1. Manufacture of other iron and steel basic shapes	Metallic flexible tubes and hoses
2. Manufacture of ferrous mineral products	Self-fluxing sinter feed

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before November 10, 1967, of his objections and of the grounds on which they are based.

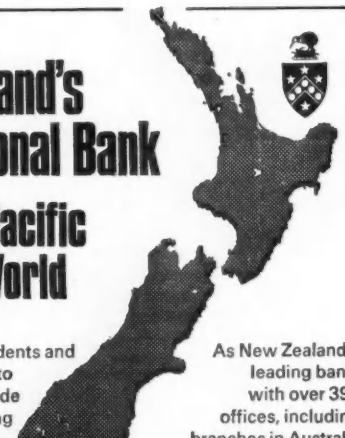
REPUBLIC OF INDONESIA

Commercial debts

HER MAJESTY'S GOVERNMENT is examining the question of outstanding Indonesian commercial obligations due to British creditors in 1968.

British exporters and merchants who have debts outstanding from Indonesia which are not covered by ECGD policies are requested to inform the Board of Trade, Commercial Relations and Exports Department, Room 313, 1 Victoria Street, London, S.W.1 quoting reference CRE 21273/G. of the circumstances and amounts of the debts and the dates on which payments were due. Please note that these debts should mature between January 1, 1968 and December 31, 1968 and should be on contracts under which credit was allowed for a period exceeding 180 days in the contract.

New Zealand's International Bank links the Pacific with the World



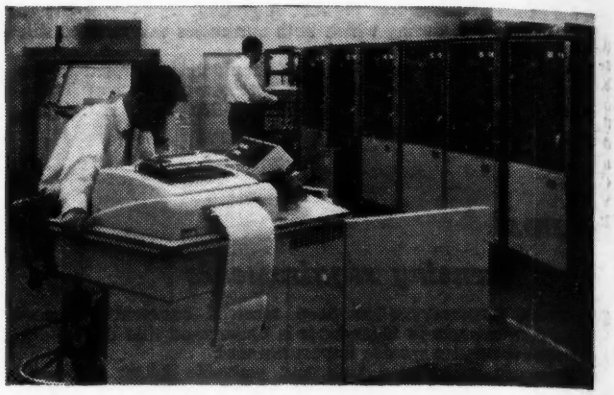
Through correspondents and agents we are able to conduct a world-wide international banking business. Enquiries are welcomed both in London and at Head Office.

As New Zealand's leading bank, with over 390 offices, including branches in Australia and Fiji, we offer a first class banking and information service.

Bank of New Zealand

Incorporated with limited liability in New Zealand 1861

London Main Office: 1 Queen Victoria Street · EC4
Piccadilly Circus Office: 54 Regent Street · W1
Haymarket Office: 30 Royal Opera Arcade · SW1
(New Zealand House Building)
Head Office: P.O. Box 2392 · Wellington · New Zealand



The first of English Electric's micro-electronic System 4 computers to go for export left London Airport on October 4 for New Zealand. The computer, a System 4-50, will be installed in Wellington and will be used by the New Zealand Post Office for engineers' stores stock control and accounting work initially; at a later stage telephone billing (allowing for toll charge inquiries), using a Lector Mark 2, directory printing and stock forecasting work are planned. The picture shows the machine undergoing tests at English Electric Computers' Acton works before being packed for shipment. Sitting at the control desk in the foreground is Mr. Ernest Hobson, of Hove in Sussex, who is the commissioning engineer in complete charge of installing and commissioning the computer and handing it over to the New Zealand Post Office.

AUSTRALIA

Tariff Board inquiry on man-made fibres, etc.

FURTHER TO THE notice published in the *Board of Trade Journal* dated March 31, 1967, on page 845, the Australian Minister for Trade and Industry has now advised that the man-made fibres and yarns, tyre cord and tyre cord fabric under reference fall within the following tariff items:

51.01.100	51.03.991	56.04.900
51.01.910	51.03.992	56.05.100
51.01.920	51.03.999	56.05.921
51.01.940	51.04.210	56.05.922
51.01.991	55.09.120	56.05.930
51.01.992	56.01.100	56.05.990
51.01.993	56.01.910	56.06.100
51.01.994	56.01.920	56.06.921
51.01.995	56.01.990	56.06.929
51.01.996	56.02.100	56.06.930
51.01.999	56.02.200	56.06.990
51.03.100	56.02.900	58.07.290
51.03.910	56.03.000	59.04.210
51.03.930	56.04.100	59.04.290

Details of the tariff items mentioned above are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of

citrus fruit juices (tariff items 20.07.100 and 20.07.190)

This reference has been made following representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:		
20.07.1	Citrus fruit juices:		
20.07.110	Lime juice, unsweetened	$0·056 per gal.	Free
20.07.190	Other.	$0·25 per gal.	$0·177 per gal.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 6.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2058/67.

CANADA

'Not made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

Of a class or kind 'not made in Canada':
Methocardarnol.

(Ruling effective October 5, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-3 dated October 5.

GUYANA

Customs tariff changes

THE CUSTOMS DUTIES (Amendment) (No. 2) Order, 1967, amends Part I of the First Schedule to the Guyana Customs Ordinance as follows:

Item No.	Description	Rate of Import Duty	
		Preferential	General
071-02	Coffee, roasted, including ground:		
071-02.1	Ground coffee, roasted packaged for retail sale	25%	45%
071-02.2	Other	25%	45%
071-03	Coffee extracts, coffee essences and similar preparations containing coffee	25%	45%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

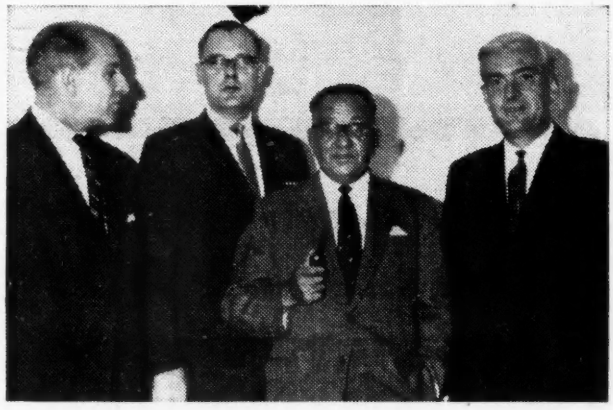
VENEZUELA

Import licensing restrictions

H.M. EMBASSY at Caracas has reported that the Venezuelan Ministries of Finance and Development has issued a resolution dated October 3 imposing import licensing restrictions on certain customs definitions affecting radio and television equipment. They are as follows:

Tariff No.	Description	Duty in Bolivars per Kilo gross weight
664-09-03-4	Glass screens for TV sets	1·00 + 25% *ad val.*
699-29-20-22 A	Common metal chassis for amplifiers, television and radio sets; of iron and/or steel	0·40
22 B	Same; of other common metals	1·20
721-04-01-3	Radiotelegraphic and radiotelephonic receivers, weighing up to 10 kg. each	2·00
721-04-01-8	Television receivers, weighing up to 75 kg. each	3·00
721-04-03-9	Loudspeakers and amplifiers	0·40
721-04-04-3	Transformers for amplifiers, radio and television sets *Note:* Included in the above definition are dismantled transformers.	0·50
721-04-04-4	Channel selectors for television receiving apparatus	0·50
721-08-01-2	Power metre	2·00
891-01-01-1	Gramophones and record-players, weighing up to 10 kg. each	2·00

This resolution enters into force from the date of publication (i.e. October 3), with the exception of items coming by air. For the latter, licences are required five days from October 3 (i.e. October 8).



Meeting in London en route for Montreux for the Conference of Distripress, the international association of publishers and distributors, are Mr. W. F. Smith, general manager of Gordon & Gotch (Canada) Ltd.; Mr. M. Gibbons, manager of the periodicals department of Gordon & Gotch Ltd., London; Mr. J. Moss, group manager, periodicals, Gordon & Gotch, and Mr. A. P. Smith, managing director of Dawson Brothers Shipping & Air Cargo Ltd. From Montreux Mr. Smith returns to Canada to put the finishing touches to the special promotions for British newspapers and magazines as part of the British Week in Toronto.

CHILE

Consular certificates

H.M. EMBASSY, Santiago, report that decree No. 6 of the Ministry of Foreign Affairs, promulgated in the *Official Gazette* on September 30, provides for the re-establishment with effect from January 1, 1968, of Chilean consular certificates for all imports.

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS Government is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Electronic organs, dictaphones, tape recorders, and hearing aids.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Industrial Development (Export Industries) Act, 1963

THE BARBADOS Government is considering whether the following products should be declared 'approved export products' for the purposes of the above Act:

Punched cards.

Approved export manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676C, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BIG DOOR 707 JET FREIGHTER

to

DAR-ES-SALAAM

EVERY SUNDAY

through pallet facilities from London

Consult your CARGO AGENT or

SABENA IS A MEMBER OF IATA QUALITY IN AIR TRANSPORT

SABENA

BELGIAN World AIRLINES

LONDON	Room 2010, Europa Buildings, London Airport Central. Skyport 7290/1
MANCHESTER	Manchester Airport, Wythenshawe, Manchester 22 Mercury 1542
BIRMINGHAM	Woolworth Building, 8th Floor, 102 New Street, Birmingham 2. 643 6105
GLASGOW	29 Vincent Place, Glasgow C.1. 041-248 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 773440

Are you a business man bound for **New Zealand?**

Then you must take with you a copy of Australia and New Zealand Bank's new pocket-sized booklet "BUSINESS MAN'S GUIDE TO NEW ZEALAND". This publication (companion to "BUSINESS MAN'S GUIDE TO AUSTRALIA") contains all the pertinent information you will find essential for your visit to New Zealand.

- ★ Coloured maps of main cities and useful addresses.
- ★ Hotel tariffs and tipping.
- ★ Car hire and fares.
- ★ Customs and Exchange Control regulations.
- ★ Business framework and taxation.
- ★ Climate and entertainment.

The Business Man's Guide to New Zealand is issued free to all men of business. Get *your* copy today.

Australia and New Zealand Bank Limited

HEAD OFFICE: 71 CORNHILL LONDON EC3 TEL: 01-283 1281

Over 1,100 branches and agencies

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Fibreglass products excluding glassfibre reinforced polyester sheets and fibreglass boats.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products in Jamaica for the purposes of the above law:

Knocked-down furniture, namely furniture for households, offices, kitchens, bathrooms, commercial and industrial buildings.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated August 25, 1967, page 500.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 783 *of the* Board of Trade Journal *of September* 29.

At your service

In Switzerland—the heart of European banking, in West Germany and in the most important business centres of the Arabic-speaking world, the Arab Bank is at your service, offering businessmen a comprehensive banking service based on first-hand knowledge and wide experience of the countries in which its branches operate.

ARAB BANK LIMITED

Head Office: AMMAN, JORDAN
Paid-up Capital and Reserves: £12,400,000
Deposits: £100,200,000
Total Assets: £137,700,000

Branches in:
Aden, Bahrain, Dubai, Jordan, Lebanon, Libya, Morocco, Nigeria, Qatar, Saudi Arabia, Sharjah, Sudan, Tunisia.

ARAB BANK (OVERSEAS) LTD.
(Registered under Swiss Law)
Capital and Reserves: Swiss Francs 29,000,000
Talacker 21, ZURICH
Telephone: 051/25.50.35. Telex: 52.279
and at 3 Rue du Marché, Geneva
Telephone: 022/25.43.55. Telex: 22.038

ARAB BANK A.G.
Paid up Capital: DM 5,000,000
15 Grosse Gallustrasse, FRANKFURT/MAIN
Telephone: 20306. Telex: 414249.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	This week
Aircraft noise at Heathrow Airport (Q)	This week
Mileage and traffic (M)	6 Oct. 1967
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	11 Aug. 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	13 Oct. 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	This week
Catering trades turnover (M)	13 Oct. 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	11 Aug. 1967
New companies registered:	
Gt. Britain (M)	29 Sept. 1967
N. Ireland (M)	6 Oct. 1967
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment credit business (M)	7 July 1967
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Sept. 1967
Production, exports and orders (M)	25 Aug. 1967
ECGD business (Q)	8 Sept. 1967
Film industry:	
British Film Fund Agency returns (M)	29 Sept. 1967
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	This week
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	13 Oct. 1967
Footwear industry orders (M)	13 Oct. 1967
Foreign trade:	
Commonwealth trade (A)	7 July 1967
Sterling area trade summary (Q)	18 Aug. 1967
Trend in exports of manufacturers (A)	18 Nov. 1966
World trade and production (Q)	1 Sept. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	6 Oct. 1967
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	13 Oct. 1967
Hairdressing trades turnover (M)	13 Oct. 1967
Hire-purchase:	
Assets and liabilities of HP companies (Q)	18 Aug. 1967
Business (M)	6 Oct. 1967
Industrial building provisional figures (Q)	28 July 1967
Industrial production:	
Index nos. (M)	29 Sept. 1967
N. Ireland index (M)	29 Sept. 1967
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	8 Sept. 1967
Investment and earnings overseas (A)	30 June 1967
Laundries and dry cleaners turnover (M)	13 Oct. 1967
Machine tools deliveries and orders (M)	22 Sept. 1967
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	6 Oct. 1967
Deliveries (Q)	4 Aug. 1967
Production (M)	6 Oct. 1967
Motor industry:	
Car and commercial vehicle production (M)	29 Sept. 1967
Motor trades turnover (M)	29 Sept. 1967
Nationalized industries overdrafts (M)	6 Oct. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	1 Sept. 1967
Retail prices index (M)	29 Sept. 1967
Retail trade:	
Index nos. (M)	6 Oct. 1967
N. Ireland index (M)	22 Sept. 1967
Royalty transactions (A)	21 July 1967
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	This week
Shipping movement at UK ports (M)	13 Oct. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	13 Oct. 1967
Retail (M)	6 Oct. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	22 Sept. 1967
Cotton production (M)	22 Sept. 1967
Wholesale houses sales (M)	This week
Wool exports (Q)	25 Aug. 1967
Wool output (M)	22 Sept. 1967
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	13 Oct. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	1 Sept. 1967
Director of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receiver's Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Manufacturers of
Brass Spur Teeth Grommets
Brass Eyelets and Rings
Ventilator Eyelets
We hold stocks of all sizes

Bodill, Parker (1922) Ltd
Lower Tower Street, Birmingham 19
Telephone: ASTon Cross 1711-2

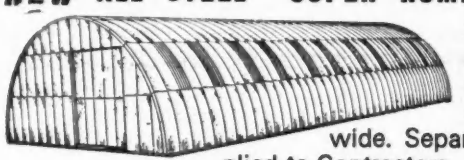
Circular saw blades
Circular saw blades for wood cutting and plastics,

E. W. Kendall & Co. Ltd.
Crayford Works, Crayford Road, Crayford, Kent
Telephone: Crayford 27576

Introducing the well known range of
Lucy Harding
QUALITY PLASTIC WARE
Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes
Prices and Catalogue from:
REGULAR PLASTICS LTD.,
Fitzherbert Road, Farlington, Portsmouth, Hants. Tel. Cosham 70102

ALUMINIUM HOLLOWARE
Catering equipment for hotels, canteens, restaurants, etc.

Williams (Pressings and Spinnings) **Co. Ltd.**
Crown Street, Wolverhampton, Staffs.
Telephone: Wolverhampton 25979

NEW **ALL STEEL "SUPER ROMNEY" TYPE BUILDINGS**

35ft. span. 17ft. 6ins. high to centre. Any length in multiples of 8ft. Large sliding doors 12ft. high x 10ft. 8ins. wide. Separate access doors. As supplied to Contractors – Government Departments – Port Authorities – etc. throughout the world.
Also available. Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.
NAYLORS (BILSTON) LTD. 204 Wolverhampton Street, Bilston, Staffs.
'Phone: Bilston 41689, 42448

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road) Kirkby Industrial Estate, Nr. Liverpool. Tel Simonswood 2157 (6 lines).

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

ULTRA-RAPID TRANSLATIONS into/out of DUTCH, FRENCH, GERMAN, SPANISH: also out of ITALIAN, PORTUGUESE, CZECH, PHILANTHIA TRANSLATIONS, 69 Colindeep Lane, N.W.9. 01-205 4985.

EXPORT DEVELOPMENT BUREAU. We invite you to try our successful expert on-the-spot service, using the most direct and practical measures to establish an export market for BRITISH products in WEST GERMANY. D. C. Hamilton, Export Development Bureau. Weyertal 80, Cologne-Lindenthal, West Germany.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1; or through any bookseller

© Crown Copyright 1967

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. 01-248 3718).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.I), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3683.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

EXPORT ?

Mark M. Cansick, M.S.M.A.

My organization, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" Silencers; "HERMETITE" Joining Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories.

Mark Cansick & Company
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON, N.6
Telephone: Mountview 0094/5. Cables: Cansico, London.

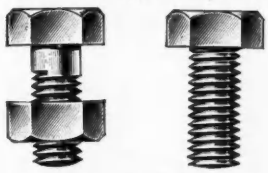
PLASTICS

"Perspex", P.V.C., Nylon, P.T.F.E., Polythene, A.B.S., etc.. in Sheets, Rods, Blocks and Tubes.

WHATEVER THE SHAPE as Official Stockists and Distributors of Thermoplastic materials, we can quickly supply most of your PLASTIC needs. Our comprehensive facilities for machining, moulding and fabricating enable us to offer exactly what YOU want when YOU want it, from a square foot of sheet to a million feet of extrusion. Even if we don't SELL it, we may be able to TELL you where to get it. IF IT'S PLASTIC—ASK . . . .

PRECISION PRODUCTS LEEDS LTD.,
77-79 Kirkstall Road, Leeds 3. (Tel.: 36661-2-3)

Bolts and nuts, screws, rivets, studs, studding, washers
All sizes and types in any material



Abis & Co (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)
Trunk Dial, 021-449 3781

A must for all British exporters

Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, EC4
Telephone: CITy 5757 Ext. 7058

HUPFIELD
PREHEATERS FOR INDUSTRY

LAND AND MARINE APPLICATIONS, FUEL OIL, TAR OIL, ASPHALT, BITUMEN, PITCH, GREASE, MOLASSES, CASTOR OIL, GLUCOSE, VISCOUS FLUIDS

Steam, High Pressure Hot Water, Electric or any COMBINED TYPE.

Line Heaters, Storage Tank Flow Type Heaters, Immersion Heaters.

Electric Elements.

Pumping & Heating Units, Packaged Pumping & Heating Units. ALL SIZES - ALL VISCOSITIES - ALL PRESSURES - ALL TEMPERATURES.

Hot Oil Heaters or PHASE HEATERS - 600 deg. "F" Oil Fired or Electric Heated or Gas Fired - 28 sizes - 50,000 BTU to 5,000,000 BTU/HR.

BITUMEN STORAGE & HEATING TANKS, Static or Mobile, 1000, 2000, 3000, 4000, 5000, 6000, 8000, 10,000 gallons. HOT AIR HEATED or ELECTRIC HEATED or HOT OIL HEATED

Jacketed Piping

Units loaded from 1 KW to 1000 KW. Outputs from 4 GPH to 3,000,000 lb/hr. HEATERS for PRE-MIX CONCRETE and Light Aggregate Sections. AUTOCLAVES. Save 40% of production costs.

Thermostatic Control valves.

ELECTRODE STEAM & WATER BOILERS 6 KW to 2400 KW all pressures. Swimming Pool Heaters. ELECTRIC STEAM CLEANING JENNIES.

More & more users are changing to HUPFIELD.

Consult the Specialists - All to LLOYD'S REGISTER of SHIPPING: Survey, Inspection and Test.

PLEASE LET US HELP YOU SOLVE YOUR PROBLEMS.

Better Designed — Better Engineered
Better Serviced — Better Priced

SPECIALIST EXPORTERS — WORLD WIDE SERVICE.

HUPFIELD WILLOW LANE — MITCHAM
London & Hartlepools.
HUPFIELD PROVED BY PERFORMANCE

OVERSEAS AREA AGENT REPRESENTATIVES WANTED ALL COUNTRIES.

FAG
FOUNDERS OF THE BEARING INDUSTRY

FAG BEARING COMPANY LTD.
Wombourne, Wolverhampton.
Phone: Wombourne 4114 Telex: 33214.

Jacksons
OF BOURNE END

Speciality millboards and fibreboards for Industry uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

General sheet metal workers
metal polishers to the trade

Cutting capacity 10′ x ¼″
Brake Press 10′ x ⅛″

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd**
Fresh Wharf, Highbridge Road, Barking, Essex
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25/29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

MARKWELL SELF-INKING PATENT STENCIL BRUSHES

Used in every Progressive Packing Bay for effortless, efficient marking.

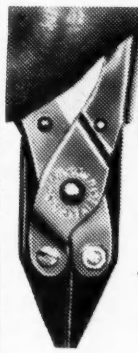
ONCE TRIED—ALWAYS APPLIED

1½" size dia. Brush complete with 1 Gallon MARKWELL Liquid, Waterproof BLACK MARKING INK only 195/-. With 1" dia. Brush 190/- C.W.O.

Satisfaction Assured

Order direct from:

MARKWELL PRODUCTS LIMITED
137, JUNCTION RD., LONDON, N.19. 01-272 4338



MAUN
HAND TOOLS

The best to get hold of

Manufacturers of stationers punches, eyeletting tools, pliers etc., Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD
Mansfield Notts Telephone: 1915

AirMarketing shrinks oceans.

Our U.S. cargo service is the most. The most flights. To the most U.S. cities.

PAN AM

Every week we offer you 83 cargo-carrying Jet flights from London to the U.S., and we can take your air-cargo straight through to 16 U.S. cities. Now you really know the score.

But that's just the beginning of Pan Am's convenience story. We offer daily cargo services to *New York* and the only Jet Freighters to *Detroit*. A daily cargo service to *Boston*. The only cargo service—and it's daily—to *New Orleans** and to *Atlanta*.* Daily cargo service to *Washington*. The only same-plane cargo service to *Baltimore* and to *Philadelphia*. Non-stop daily cargo service to *Chicago*. Daily cargo service to *Dallas*† and *Houston*.† Daily cargo service to *Los Angeles* and *San Francisco*. We also serve *Seattle*, *Portland* and *Tacoma*, plus twice weekly all-cargo Jet Freighters to *Los Angeles* and *San Francisco*.

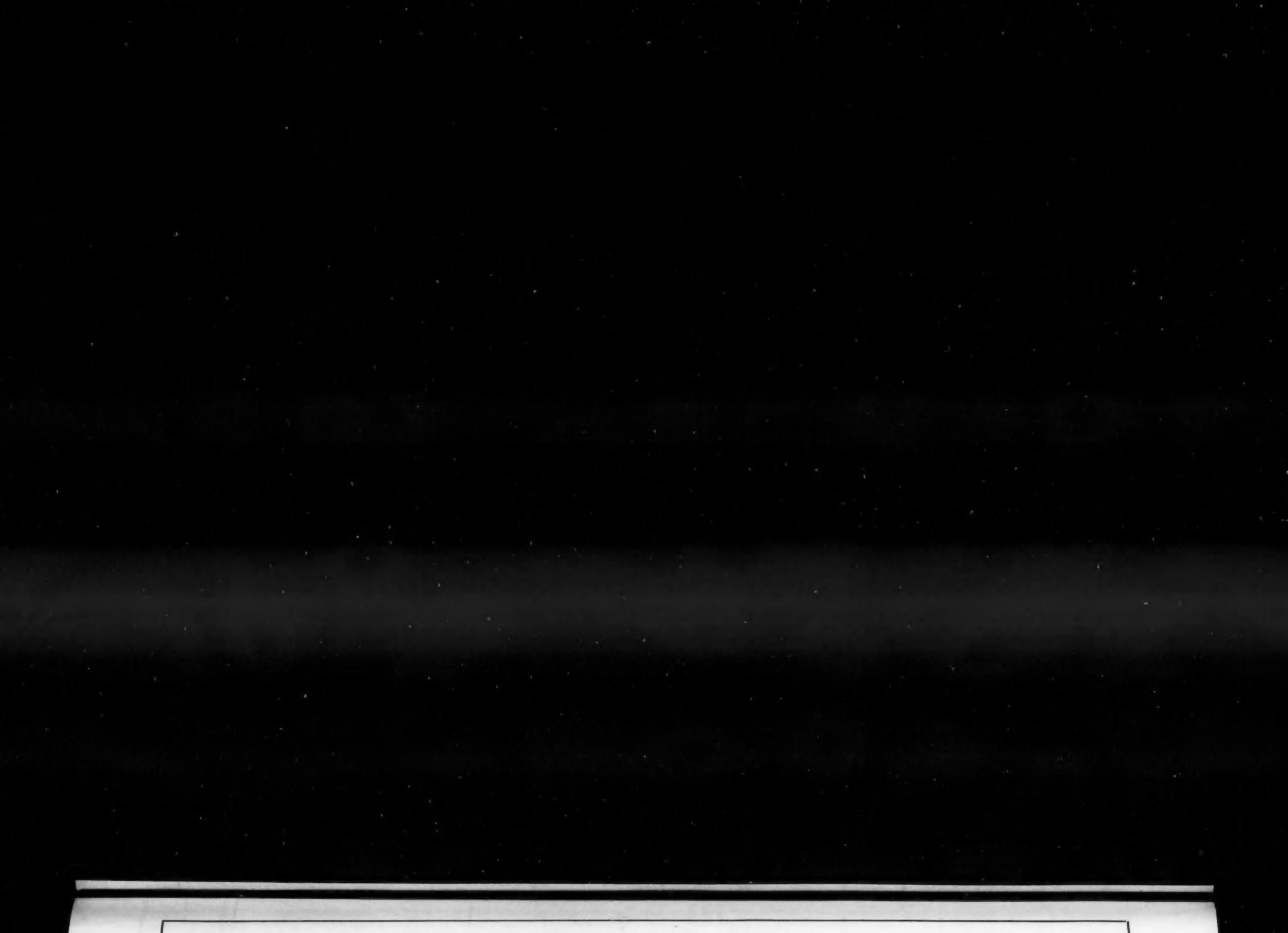
This is what convenience is. Get all you want of it. Call your Pan Am Cargo Agent. Or call us.

Pan Am Clipper Cargo,
Princes Arcade, London S.W.1
Tel: 01-437 9905

Birmingham: CENtral 8731
Manchester: DEAnsgate 3981
Glasgow: CENtral 6060
Prestwick: 79822 (Extn. 3063)

*In conjunction with Delta Airlines.
†In conjunction with Braniff Airways.

Clipper, reg. U.S. Pat. Off.

World's largest air cargo carrier • World's most experienced airline

FIRST ON THE ATLANTIC FIRST ON THE PACIFIC FIRST IN LATIN AMERICA FIRST ROUND THE WORLD